

# CHAPTER 6

## Operational Data

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\*All figures are rounded down to the nearest unit.

\*% and 00/0 are rounded to the nearest figure.

# STATUS OF FINANCIAL ASSETS (NON-CONSOLIDATED)

## 1. Status of Non-Performing Assets According to Borrower's Classification

		Millions of Yen, %		
As of March 31		2012	2011	2010
Bankrupt and quasi-bankrupt loans	1	¥ 11,825	¥ 12,048	¥ 12,505
Doubtful loans	2	24,729	26,383	27,253
Substandard loans	3	6,038	4,240	2,309
<b>Subtotal</b>		<b>42,594</b>	<b>42,671</b>	<b>42,067</b>
<b>[Ratio to total]</b>		<b>[0.37%]</b>	<b>[0.38%]</b>	<b>[0.39%]</b>
Normal loans	4	11,563,104	11,303,865	10,650,996
<b>Total</b>	<b>1 + 2 + 3 + 4</b>	<b>¥11,605,698</b>	<b>¥11,346,537</b>	<b>¥10,693,063</b>

Notes: 1. 1) Bankrupt and quasi-bankrupt loans are non-performing assets and similar loans that have fallen into bankruptcy due to reasons including initiation of bankruptcy proceedings, start of reorganization proceedings, or submission of an application to start rehabilitation proceedings.  
 2) Doubtful loans are non-performing assets with a strong likelihood that loan principal cannot be recovered or interest cannot be received according to the contract, because of difficulties in financial condition and business performance of the debtor who has not yet entered into bankruptcy.  
 3) Substandard loans include loans that are delinquent for over three months and restructured loans. Loans that are delinquent for over three months are loans with principal or interest being unpaid for over three months counting from the day after the due date based on the loan agreement (excluding 1) and 2) in the above notes). Restructured loans are loans that provide certain concessions favorable to the borrower with the intent of supporting the borrower's restructuring. Examples of such concessions include reducing or exempting interest, postponing principal or interest payments, releasing credits, or providing other benefits to the borrowers (excluding 1) and 2) in the above notes and loans that are delinquent for over three months).  
 4) Normal loans are loans that do not fall under the classifications for 1) to 3) in the above notes, and where the debtor has no financial or business performance problems.  
 2. Classifications and calculation methods used in this table are based on the Ordinance for Enforcement of the Insurance Business Act. The table includes guaranteed private offering loans of financial institutions, loans, securities lending, accrued interest, suspense payments, and customer's liabilities for acceptances and guarantees.  
 3. Bankrupt and quasi-bankrupt loans are directly deducted from total loans as estimated uncollectible amounts calculated by subtracting estimated collectable amounts based on the collateral and guarantees from total loans. These amounts for bankrupt and quasi-bankrupt were ¥1,754 million, ¥2,996 million and ¥13,660 million as of March 31, 2012, 2011 and 2010, respectively.

## 2. Status of Risk-Monitored Loans

		Millions of Yen, %		
As of March 31		2012	2011	2010
Loans to bankrupt borrowers	1	¥ 3,018	¥ 3,127	¥ 3,222
Delinquent loans	2	33,532	35,301	36,524
Loans that are delinquent for over three months	3	—	—	—
Restructured loans	4	6,038	4,240	2,309
<b>Total</b>	<b>1 + 2 + 3 + 4</b>	<b>¥42,589</b>	<b>¥42,669</b>	<b>¥42,056</b>
<b>[Ratio to total loans]</b>		<b>[0.49%]</b>	<b>[0.49%]</b>	<b>[0.48%]</b>

Notes: 1. For loans to bankrupt borrowers and quasi-bankrupt borrowers (including collateralized and guaranteed loans), an estimated uncollectible amount (calculated by subtracting estimated collectable amounts based on collateral and guarantees from total loans) is directly deducted from the total loan amount. The amounts of loans to bankrupt borrowers were ¥752 million, ¥1,035 million and ¥10,849 million as of March 31, 2012, 2011 and 2010, respectively. The amounts of delinquent loans were ¥1,001 million, ¥1,961 million and ¥2,810 million as of March 31, 2012, 2011 and 2010, respectively.  
 2. 1) Loans to bankrupt borrowers are loans with principal or interest payments being overdue for a significant period of time and interest not being accrued including the following: (a) loans to borrowers that are legally bankrupt through filings for proceedings under the Corporate Reorganization Act, Civil Rehabilitation Act, Bankruptcy Act, or Company Act, (b) loans to borrowers that have notes suspended from being traded, or (c) loans to borrowers that have filed for legal proceedings similar to the aforementioned proceedings based on overseas laws.  
 2) Delinquent loans are loans with interest not accrued and exclude loans to bankrupt borrowers and loans with interest payments extended with the objective of restructuring or supporting the borrowers.  
 3) Loans that are delinquent for over three months are loans with principal or interest unpaid for over three months counting from the day after the due date based on the loan agreement. Note that the account does not include loans to bankrupt borrowers and delinquent loans.  
 4) Restructured loans are loans that provide certain concessions favorable to the borrower with the intent of supporting the borrower's restructuring, such as by reducing or exempting interest, postponing principal or interest payments, releasing credits, or providing other benefits to the borrowers (excluding loans to bankrupt borrowers and delinquent loans from above, and loans that are delinquent for over three months).  
 3. Based on the results of asset self-assessment, accrued interest on loans is not recorded as revenues for obligors that are bankrupt, essentially bankrupt or nearing bankruptcy.

## Asset Self-Assessment

Asset self-assessment refers to evaluating individual assets based on the financial condition of each borrower and its collateral, and is classified into categories. The Company has defined strict assessment standards based on the "Inspection Manual for Insurance Companies" of the Financial Services Agency and conducted internal audit by the Auditing Department independent from the groups handling the actual assessment. In addition, it undergoes external audit by external auditors (certified public accountants).

### Self-assessment categories

Debtor category	Recoverability through collateral and guarantees (see Notes)				Status of debtors
	a)	b)	c)	d)	
Normal	Non-categorized ①				Debtors whose performance is sound and for whom there are no specific concerns regarding their financial situation.
On caution	Non-categorized ②	Category II ②	Category II ③	Category III ④	Debtors on caution, such as debtors whose loan terms and conditions have been eased or whose loan repayment performance is poor, and debtors posting a loss, or whose performance is sluggish or unstable.
Substandard					
Doubtful	Non-categorized	Category II	Category III ④		Debtors who are not bankrupt at present, but for whom the possibility of bankruptcy in the near future is high owing to their financial difficulties.
Quasi-bankrupt	Non-categorized	Category II	Category III ④	Category IV ⑤	Debtors who are essentially bankrupt. Although there is no legal or formal evidence of the bankruptcy, the debtor is in serious financial difficulty and there is no prospect of revitalization.
Bankrupt	Non-categorized	Category II	Category III ④	Category IV ⑤	Debtors that are legally or formally bankrupt as a result of having entered into bankruptcy, liquidation, corporate reorganization, corporate rehabilitation or civil rehabilitation procedures.

Notes: Categories for collateral/guarantee-based recoverability

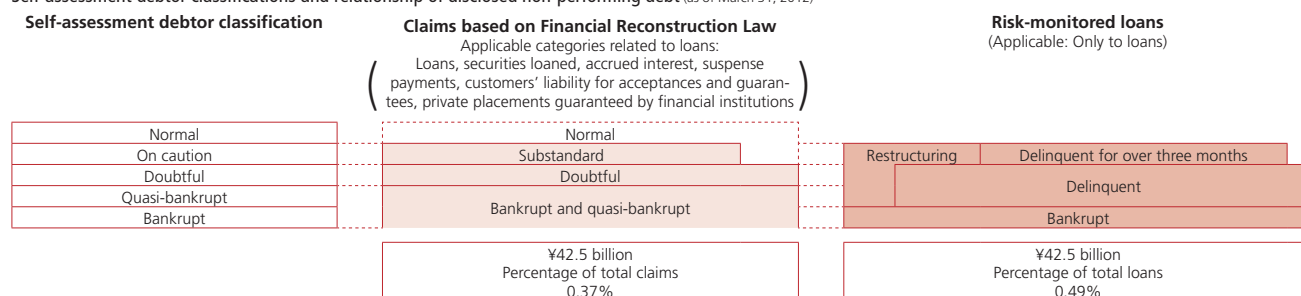
a) Estimation of disposal of solid collateral and solid guarantee

b) Estimation of disposal of general collateral and general guarantee

c) Portion for which recovery through guarantees is uncertain, calculated as the difference between estimates of the collateral amount and disposal amount

d) Portions other than a)–c) that are deemed irrecoverable

### Self-assessment debtor classifications and relationship of disclosed non-performing debt (as of March 31, 2012)



### Status of Borrower Classification

As of March 31, 2012	Amount	Percentage
Loan balances	¥8,721.6	100.0%
(After direct write-off of category IV)		
Non-categorized	8,584.8	98.4
Category II	134.2	1.5
Category III	2.5	0.0
Category IV	—	—

Note: The amount of IV categorized which was directly written off from loans was ¥1.7 billion.

### Standards for allowance for doubtful accounts

In order to take appropriate measures against bad debt, the Company has created the following types of reserve principles for self-assessment categories ①–⑤, as noted in the table of self-assessment categories, and builds reserves (bad-debt accounting) in accordance with these principles.

Reserve principles:

- Normal: General allowance for doubtful accounts based on actual loan losses in the previous fiscal year. [①]
- On caution: General allowance for doubtful accounts based on the accumulated actual loan loss ratio (ratio of losses incurred from loans within three years from a certain date) for the previous three fiscal years. [②]
- Substandard: Corporate loans are divided into two categories: those that are not secured by collateral, guarantees, or others, and calculate the actual loan loss ratio. [③]
- For doubtful, quasi-bankrupt and bankrupt, the necessary amount, concerning the balance calculated by subtracting the estimated collectable amount based on collateral and guarantees from total loans, is provided as specific allowance for doubtful accounts. [④] The portion for the amount in "Category IV" is directly deducted from total loans amount. [⑤]

### 3. Status of Loans in Trust from Contract for Replacement of Loss

No ending balance as of March 31, 2012, 2011 or 2010.

### 4. Ability to Pay Benefits (Solvency Margin Ratio)

Solvency Margin Ratio According to New Standard

As of March 31		Millions of Yen	
		2012	2011
Solvency margin gross amount	(A)	¥5,892,084	¥5,634,273
Foundation funds ( <i>kikin</i> ) and other reserve funds:		2,824,109	2,767,335
Foundation funds and others	1	1,371,689	1,268,064
Reserve for price fluctuations in investments in securities	2	333,710	347,003
Contingency reserve	3	775,654	821,755
General allowance for doubtful accounts	4	9,454	10,504
Others	9	333,600	320,007
Net unrealized gains/losses on available-for-sale securities × 90%	5	1,365,853	1,066,495
Net unrealized gains/losses on real estate × 85%	6	9,974	37,905
Excess of continued Zillmerized reserve	7	1,659,986	1,721,278
Qualifying subordinated debt		—	—
Excess of continued Zillmerized reserve and qualifying subordinated debt not included in margin calculations		—	—
Deduction clause	8	(532)	(430)
Others	9	32,693	41,689
Total amount of risk $\sqrt{(R_1+R_8)^2+(R_2+R_3+R_7)^2} + R_4$	(B)	2,078,230	2,129,384
Underwriting risk $R_1$	10	139,799	144,389
Underwriting risk of third-sector insurance $R_8$	11	73,383	74,042
Anticipated yield risk $R_2$	12	401,939	411,800
Minimum guarantee risk $R_7$	13	10,285	10,824
Investment risk $R_3$	14	1,610,090	1,649,467
Business management risk $R_4$	15	44,709	45,810
<b>Solvency margin ratio</b>	$\frac{(A)}{(1/2) \times (B)} \times 100$	<b>567.0%</b>	<b>529.1%</b>

Notes: 1. The amounts and figures in the table above are calculated based on the provisions of Article 86 and Article 87 of the Ordinance for Enforcement of the Insurance Business Act and the Ministry of Finance Public Notice No. 50 of 1996. In accordance with Cabinet Office Ordinance No. 23 of 2010 and Financial Services Agency Public Notice No. 48 of 2010, part of the calculation standard for the solvency margin gross amount and the total amount of risk has been changed (tightening of margin calculations, tightening and refining of risk measurements, etc.). The amounts and figures as of March 31, 2011 are shown above assuming that the standard for the fiscal year ended March 31, 2012 was applied to the amounts and figures as of March 31, 2011.

2. The amount of foundation funds and others represents the amount after the appropriation of surplus.

3. The standard method is used for the calculation of the amount equivalent to minimum guarantee risk  $R_7$ .

## Solvency Margin Ratio According to Previous Standard

		Millions of Yen	
As of March 31		2011	2010
Solvency margin gross amount	(A)	¥5,722,029	¥6,232,562
Foundation funds ( <i>kikin</i> ) and other reserve funds:		2,767,335	2,805,804
Foundation funds and others		1,268,064	1,217,299
Reserve for price fluctuations in investments in securities		347,003	398,011
Contingency reserve		821,755	864,445
General allowance for doubtful accounts		10,504	11,481
Others		320,007	314,567
Net unrealized gains on available-for-sale securities × 90%		1,066,495	1,654,828
Net unrealized gains on real estate × 85%		37,905	77,950
Excess of continued Zillmerized reserve		1,721,278	1,555,073
Qualifying subordinated debt		—	—
Deduction clause		(430)	(360)
Others		129,446	139,265
Total amount of risk	(B)	1,184,387	1,238,967
Underwriting risk	R <sub>1</sub>	144,389	149,961
Underwriting risk of third-sector insurance	R <sub>8</sub>	74,042	74,937
Anticipated yield risk	R <sub>2</sub>	169,671	179,138
Minimum guarantee risk	R <sub>7</sub>	10,401	10,677
Investment risk	R <sub>3</sub>	956,415	999,788
Business management risk	R <sub>4</sub>	27,098	28,290
<b>Solvency margin ratio</b>	$\frac{(A)}{(1/2) \times (B)} \times 100$	<b>966.2%</b>	<b>1,006.0%</b>

Notes: 1. The amounts and figures in the table above are calculated based on the provisions of Article 86 and Article 87 of the Ordinance for Enforcement of the Insurance Business Act and the Ministry of Finance Public Notice No. 50 of 1996.

2. The amount of foundation funds and others represents the amount after the appropriation of surplus.

3. The standard method is used for the calculation of the amount equivalent to minimum guarantee risk R<sub>7</sub>.

### 1. Foundation Funds and Others

The amount after excluding estimated distributed income (interest on foundation funds and provision for reserve for dividends to policyholders) from the appropriation of surplus plus total valuations, conversions and others included under total net assets on the balance sheets.

### 2. Reserve for Price Fluctuations in Investments in Securities

The amount of the reserve for price fluctuations in investments in securities on the balance sheets.

### 3. Contingency Reserve

The amount of the contingency reserve, which is a part of policy reserves on the balance sheets.

### 4. General Allowance for Doubtful Accounts

The amount of the general allowance for doubtful accounts, listed as allowance for doubtful accounts on the balance sheets.

### 5. Net Unrealized Gains on Available-for-Sale Securities

If the difference between the total amount of securities on the balance sheet and the total book value is positive, multiply by 90%, if negative, multiply by 100% and record the resulting amount.

### 6. Net Unrealized Gains on Real Estate

If the difference between the total market value of real estate and the total book value is positive, multiply by 85%, if negative, multiply by 100% and record the resulting amount. The difference between the market value and book value of real estate includes land revaluation differences on the balance sheet and the total deferred tax liabilities for land revaluation on the balance sheets.

### 7. Excess of Continued Zillmerized Reserve

An amount that exceeds either the continued Zillmerized reserve or the amount of surrender benefits out of policy reserves (excluding the contingency reserve) on the balance sheet, whichever is greater.

### 8. Deduction Clause

The deduction clause improves the ability to pay, for example, the insurance claims of other insurance companies and to raise the capital adequacy ratio of subsidiaries (when banks, etc. are made into subsidiaries, etc.), in cases where the shares and other means of capital procurement of the aforementioned other insurance companies or subsidiaries are held intentionally, by enabling the deduction of the amount of those means of capital procurement from the solvency margin ratio.

### 9. Others

The total amount of a part of dividend reserves on the balance sheets and tax amounts corresponding to contingency funds under net assets.

### 10. Underwriting Risk

Shows the amount for dealing with underwriting risk (out of risk of actual insurable incidents occurring at a higher frequency than generally expected; risk that applies to third-sector insurance).

### 11. Underwriting Risk of Third-Sector Insurance

Shows the amount for dealing with underwriting risk of third-sector insurance (out of risk of actual insurable incidents occurring at a higher frequency than generally expected, risk that applies to third-sector insurance).

### 12. Anticipated Yield Risk

Shows the amount for dealing with anticipated yield risk (risk of not being able to secure an anticipated yield that serves as the basis for calculating policy reserves).

### 13. Minimum Guarantee Risk

Shows the amount for dealing with minimum guarantee risk (in insurance policies in the separate accounts, those policies that guarantee a minimum amount of insurance benefits, the risk that said insurance policies and the value of assets belonging to the separate accounts when paying said insurance benefits, will fall below the amount of minimum guaranteed insurance benefits, and the risk arising from greater than expected price fluctuations for assets belonging to said special accounts).

### 14. Investment Risk

Shows the amount for dealing with investment risk (in risks related to investment, those risks arising from reasons other than more than generally expected price fluctuations of held securities and other assets).

### 15. Business Management Risk

Shows the amount for dealing with business management risk (with regard to risks arising at a greater than expected frequency, those risks that do not fall under the category of underwriting risk, underwriting risk of third-sector insurance, anticipated yield risk, investment risk and minimum guarantee risk are included in this category).

## 5. Unrealized Gains/Losses from Assets (Company Total)

As of March 31		Billions of Yen		
		2012	2011	2010
Cash, deposits and call loans	Book value	¥ 634.5	¥ 764.4	¥ 725.9
	Market value (appraisal value)	634.5	764.4	725.9
	<b>Net gains/losses</b>	<b>(0.0)</b>	<b>(0.0)</b>	<b>(0.0)</b>
	Gains	—	0.0	0.0
	Losses	(0.0)	(0.0)	(0.0)
Proprietary trading securities* <sup>1</sup>	Book value	—	—	—
	Market value (appraisal value)	—	—	—
	<b>Net gains/losses</b>	<b>—</b>	<b>—</b>	<b>—</b>
	Gains	—	—	—
	Losses	—	—	—
Assets held in trust* <sup>2</sup>	Book value	—	—	10.6
	Market value (appraisal value)	—	—	10.6
	<b>Net gains/losses</b>	<b>—</b>	<b>—</b>	<b>—</b>
	Gains	—	—	—
	Losses	—	—	—
Investments in securities* <sup>3</sup>	Book value	36,005.1	34,490.2	33,110.4
	Market value (appraisal value)	38,618.6	36,318.7	35,470.6
	<b>Net gains/losses</b>	<b>2,613.5</b>	<b>1,828.5</b>	<b>2,360.1</b>
	Gains	3,227.9	2,537.8	2,784.1
	Losses	(614.4)	(709.2)	(423.9)
Loans	Book value	8,721.6	8,743.3	8,770.8
	Market value (appraisal value)	8,976.8	8,964.9	8,947.5
	<b>Net gains/losses</b>	<b>255.2</b>	<b>221.5</b>	<b>176.7</b>
	Gains	264.9	234.8	186.3
	Losses	(9.7)	(13.2)	(9.5)
Real estate* <sup>4</sup>	Book value	1,280.0	1,284.2	1,292.2
	Market value (appraisal value)	1,216.8	1,246.8	1,301.0
	<b>Net gains/losses</b>	<b>(63.2)</b>	<b>(37.3)</b>	<b>8.8</b>
	Gains	160.0	165.9	199.5
	Losses	(223.2)	(203.3)	(190.7)
Other assets	Book value	2,850.4	3,358.8	2,935.9
	Market value (appraisal value)	2,897.4	3,398.8	2,950.6
	<b>Net gains/losses</b>	<b>47.0</b>	<b>40.0</b>	<b>14.6</b>
	Gains	47.5	41.3	19.4
	Losses	(0.5)	(1.2)	(4.8)
Total assets	Book value	49,491.7	48,641.1	46,846.1
	Market value (appraisal value)	52,344.4	50,693.9	49,406.4
	<b>Net gains/losses</b>	<b>2,852.6</b>	<b>2,052.8</b>	<b>2,560.3</b>
	Gains	3,700.5	2,979.9	3,189.5
	Losses	(847.9)	(927.1)	(629.1)

\*1 Proprietary trading securities include securities with market values calculated using theoretical prices.

\*2 Market value calculations are based on prices rationally calculated by the trustee of assets held in trust. Book value includes net gains/losses related to derivative transactions within assets held in trust.

\*3 Investments in securities include securities with market values calculated using theoretical prices. Securities also include securities loaned.

\*4 Real estate is the total of the land account and leasehold account. The market value of real estate (land + land lease rights) is calculated with reference to publicly disclosed appraisal values. The Company reappraised land for business use based on the Law for the Revaluation of Land. Book value includes revaluation differences of ¥74.9 billion, ¥81.9 billion and ¥82.9 billion as of March 31, 2012, 2011 and 2010, respectively.

## 6. Data on Market Value of Securities (Company Total)

\* Please refer to the following pages: Market Value of Securities (General Account) ... p. 199, Market Value of Securities (Separate Account for Individual Variable Insurance) ... p. 206, Market Value of Securities (Separate Account for Individual Variable Annuities) ... p. 210

### 1. Net valuation gains/losses from trading securities

Millions of Yen						
As of March 31	2012		2011		2010	
	Balance sheet amount	Net valuation gains/losses included in profits/losses	Balance sheet amount	Net valuation gains/losses included in profits/losses	Balance sheet amount	Net valuation gains/losses included in profits/losses
Trading securities	¥1,041,876	¥20,342	¥1,182,649	¥(19,844)	¥1,330,806	¥325,974

Notes: 1. Balance sheet amount of assets held in trust included in trading securities and the net valuation gains/losses included in profits/losses for current period include net gains/losses on derivative transactions.

2. The carrying value above excludes cash equivalents and call loans within assets held in trust included in trading securities.

### 2. Data on market value of securities (Securities with market value other than trading securities)

Millions of Yen										
As of March 31	2012					2011				
	Book value	Market value	Net gains/losses	Gains	Losses	Book value	Market value	Net gains/losses	Gains	Losses
Policy-reserve-matching bonds	¥18,228,648	¥19,392,601	¥1,163,953	¥1,189,139	¥(25,185)	¥17,415,476	¥18,106,439	¥ 690,962	¥ 719,757	¥ (28,794)
Held-to-maturity debt securities	14,500	14,479	(21)	61	(82)	16,511	16,648	137	176	(39)
Investments in subsidiaries and affiliates	7,711	21,406	13,695	13,695	—	7,711	34,062	26,351	26,351	—
Available-for-sale securities	16,558,688	18,085,285	1,526,597	2,067,918	(541,320)	15,947,266	17,144,379	1,197,112	1,827,671	(630,559)
Domestic bonds	1,724,475	1,772,691	48,216	55,928	(7,711)	1,447,102	1,481,593	34,490	38,044	(3,553)
Domestic stocks	4,652,436	5,596,927	944,490	1,389,380	(444,889)	4,718,455	5,905,992	1,187,537	1,539,836	(352,299)
Foreign securities	9,624,725	10,166,593	541,867	615,182	(73,314)	8,999,879	8,991,350	(8,529)	242,325	(250,854)
Foreign bonds	8,095,784	8,508,080	412,296	460,129	(47,833)	7,689,976	7,599,864	(90,111)	138,886	(228,997)
Foreign stocks and other securities	1,528,940	1,658,512	129,571	155,052	(25,480)	1,309,902	1,391,485	81,582	103,439	(21,856)
Other securities	229,654	221,694	(7,960)	7,423	(15,383)	324,701	307,857	(16,844)	6,973	(23,817)
Monetary receivables purchased	76,396	76,381	(15)	4	(19)	34,127	34,589	461	492	(30)
Negotiable certificates of deposit	251,000	250,997	(2)	—	(2)	423,000	422,995	(4)	0	(4)
<b>Total</b>	<b>¥34,809,548</b>	<b>¥37,513,773</b>	<b>¥2,704,225</b>	<b>¥3,270,814</b>	<b>¥(566,589)</b>	<b>¥33,386,965</b>	<b>¥35,301,529</b>	<b>¥1,914,563</b>	<b>¥2,573,956</b>	<b>¥(659,393)</b>
Domestic bonds	19,078,734	20,244,760	1,166,026	1,198,181	(32,154)	17,804,828	18,493,158	688,330	719,448	(31,117)
Domestic stocks	4,652,436	5,596,927	944,490	1,389,380	(444,889)	4,718,455	5,905,992	1,187,537	1,539,836	(352,299)
Foreign securities	9,714,636	10,272,670	558,033	631,684	(73,650)	9,095,298	9,115,769	20,471	271,362	(250,891)
Foreign bonds	8,177,984	8,592,751	414,766	462,936	(48,169)	7,777,684	7,690,221	(87,462)	141,572	(229,034)
Foreign stocks and other securities	1,536,652	1,679,919	143,267	168,748	(25,480)	1,317,613	1,425,547	107,933	129,790	(21,856)
Other securities	229,654	221,694	(7,960)	7,423	(15,383)	324,701	307,857	(16,844)	6,973	(23,817)
Monetary receivables purchased	883,085	926,722	43,637	44,145	(508)	1,020,683	1,055,755	35,072	36,335	(1,262)
Negotiable certificates of deposit	251,000	250,997	(2)	—	(2)	423,000	422,995	(4)	0	(4)

As of March 31	2010				
	Book value	Market value	Net gains/losses	Gains	Losses
Policy-reserve-matching bonds	¥16,835,535	¥17,370,576	¥ 535,041	¥ 565,694	¥ (30,653)
Held-to-maturity debt securities	19,522	19,864	341	341	—
Investments in subsidiaries and affiliates	62,165	86,172	24,006	24,006	—
Available-for-sale securities	14,969,667	16,811,804	1,842,136	2,207,938	(365,801)
Domestic bonds	1,662,706	1,697,638	34,932	35,508	(575)
Domestic stocks	4,767,514	6,439,520	1,672,005	1,903,019	(231,013)
Foreign securities	7,757,947	7,909,213	151,265	260,665	(109,399)
Foreign bonds	6,482,201	6,579,520	97,318	157,817	(60,498)
Foreign stocks and other securities	1,275,745	1,329,692	53,946	102,847	(48,900)
Other securities	314,171	298,340	(15,830)	8,415	(24,246)
Monetary receivables purchased	97,328	97,097	(230)	330	(561)
Negotiable certificates of deposit	370,000	369,994	(5)	0	(5)
<b>Total</b>	<b>¥31,886,890</b>	<b>¥34,288,417</b>	<b>¥2,401,526</b>	<b>¥2,797,981</b>	<b>¥(396,454)</b>
Domestic bonds	17,370,556	17,931,725	561,168	585,604	(24,436)
Domestic stocks	4,821,968	6,507,838	1,685,869	1,916,883	(231,013)
Foreign securities	7,857,734	8,017,744	160,009	271,914	(111,904)
Foreign bonds	6,574,277	6,670,197	95,920	158,923	(63,003)
Foreign stocks and other securities	1,283,456	1,347,546	64,089	112,990	(48,900)
Other securities	314,171	298,340	(15,830)	8,415	(24,246)
Monetary receivables purchased	1,152,460	1,162,774	10,314	15,163	(4,849)
Negotiable certificates of deposit	370,000	369,994	(5)	0	(5)

Note: This table includes negotiable certificates of deposit and other items deemed appropriate to be handled as securities under the Financial Instruments and Exchange Act.

## 6. Data on Market Value of Securities (Company Total), continued

### (1) Policy-reserve-matching bonds

Millions of Yen

As of March 31	2012			2011			2010		
	Balance sheet amount	Market value	Difference	Balance sheet amount	Market value	Difference	Balance sheet amount	Market value	Difference
Bonds whose market value exceeds balance sheet amount	¥17,926,383	¥19,115,522	¥1,189,139	¥15,669,707	¥16,389,465	¥719,757	¥14,925,486	¥15,491,180	¥565,694
Domestic bonds	17,108,566	18,250,757	1,142,191	14,690,166	15,371,394	681,228	14,092,476	14,642,231	549,755
Foreign securities	68,973	71,780	2,806	80,912	83,598	2,685	37,850	38,957	1,106
Monetary receivables purchased	748,842	792,984	44,141	898,628	934,471	35,842	795,158	809,991	14,833
Bonds whose market value does not exceed balance sheet amount	302,265	277,079	(25,185)	1,745,768	1,716,974	(28,794)	1,910,049	1,879,396	(30,653)
Domestic bonds	231,192	206,831	(24,360)	1,651,047	1,623,521	(27,525)	1,595,851	1,571,991	(23,860)
Foreign securities	13,226	12,890	(336)	6,795	6,758	(36)	54,224	51,719	(2,504)
Monetary receivables purchased	57,846	57,357	(488)	87,926	86,693	(1,232)	259,973	255,685	(4,287)

### (2) Held-to-maturity debt securities

Millions of Yen

As of March 31	2012			2011			2010		
	Balance sheet amount	Market value	Difference	Balance sheet amount	Market value	Difference	Balance sheet amount	Market value	Difference
Bonds whose market value exceeds balance sheet amount	¥12,000	¥12,061	¥61	¥14,012	¥14,188	¥176	¥19,522	¥19,864	¥341
Domestic bonds	12,000	12,061	61	14,012	14,188	176	19,522	19,864	341
Bonds whose market value does not exceed balance sheet amount	2,499	2,417	(82)	2,499	2,460	(39)	—	—	—
Domestic bonds	2,499	2,417	(82)	2,499	2,460	(39)	—	—	—

### (3) Available-for-sale securities

Millions of Yen

As of March 31	2012			2011			2010		
	Book value	Balance sheet amount	Difference	Book value	Balance sheet amount	Difference	Book value	Balance sheet amount	Difference
Bonds whose balance sheet amount exceeds book value	¥12,435,950	¥14,503,868	¥2,067,918	¥8,544,381	¥10,372,053	¥1,827,671	¥9,921,362	¥12,129,301	¥2,207,938
Domestic bonds	1,669,385	1,725,313	55,928	1,158,509	1,196,553	38,044	1,143,171	1,178,679	35,508
Domestic stocks	2,656,297	4,045,678	1,389,380	3,147,836	4,687,672	1,539,836	3,678,010	5,581,030	1,903,019
Foreign securities	7,936,643	8,551,825	615,182	4,011,331	4,253,656	242,325	4,903,840	5,164,505	260,665
Other securities	170,767	178,190	7,423	212,419	219,393	6,973	176,370	184,786	8,415
Monetary receivables purchased	2,855	2,860	4	4,283	4,776	492	4,968	5,299	330
Negotiable certificates of deposit	—	—	—	10,000	10,000	0	15,000	15,000	0
Bonds whose balance sheet amount does not exceed book value	4,122,738	3,581,417	(541,320)	7,402,885	6,772,326	(630,559)	5,048,304	4,682,502	(365,801)
Domestic bonds	55,089	47,378	(7,711)	288,593	285,039	(3,553)	519,534	518,958	(575)
Domestic stocks	1,996,138	1,551,249	(444,889)	1,570,618	1,218,319	(352,299)	1,089,503	858,490	(231,013)
Foreign securities	1,688,081	1,614,767	(73,314)	4,988,547	4,737,693	(250,854)	2,854,106	2,744,707	(109,399)
Other securities	58,887	43,503	(15,383)	112,281	88,463	(23,817)	137,800	113,554	(24,246)
Monetary receivables purchased	73,540	73,521	(19)	29,843	29,813	(30)	92,359	91,798	(561)
Negotiable certificates of deposit	251,000	250,997	(2)	413,000	412,995	(4)	355,000	354,994	(5)

### (4) Book value of securities without market value

Millions of Yen

As of March 31	2012	2011	2010
Policy-reserve-matching bonds	¥ —	¥ —	¥ —
Held-to-maturity debt securities	—	—	—
Unlisted foreign bonds	—	—	—
Others	—	—	—
Investments in subsidiaries and affiliates	247,911	184,081	180,835
Available-for-sale securities	1,039,878	1,180,194	1,244,653
Unlisted domestic stocks (excluding stocks sold over-the-counter)	202,244	267,089	318,507
Unlisted foreign stocks (excluding stocks sold over-the-counter)	692,761	697,511	707,363
Unlisted foreign bonds	—	53,912	53,912
Others	144,872	161,681	164,870
<b>Total</b>	<b>¥1,287,790</b>	<b>¥1,364,275</b>	<b>¥1,425,489</b>

Note: Of securities without market value, the net loss on currency exchange valuation of assets denominated in foreign currencies was ¥47,025 million, ¥50,943 million and ¥31,061 million as of March 31, 2012, 2011 and 2010, respectively.



## 6. Data on Market Value of Securities (Company Total), continued

### Policy-reserve-matching bonds

The Company has established the following target portfolios that correspond to specific types of insurance products:

- Regarding lump-sum payment products (lump-sum payment endowment, lump-sum payment annuities, lump-sum payment whole life insurance) and guaranteed fixed-term rate group annuities, the Company has established an Asset/Liability Management (ALM) portfolio that aims to avoid interest fluctuation risks by predicting future cash flows from debt.
- In terms of other types of insurance, the Company has established an ALM portfolio that has a goal of expanding long-term future revenue by evaluating debt characteristics and by operating within a specific range of risk allowance.

Given the characteristics of these insurance products, and this type of investment, the Company has specified and sub-categorized the following insurance policies based on "Temporary Treatment of Accounting and Auditing Concerning Policy-reserve-matching Bonds in the Insurance Industry" (Japan Institute of Certified Public Accountants Industry Audit Committee Release No. 21).

- All insurance policies for other than lump-sum payment products and group annuities
- All insurance policies for lump-sum payment products other than variable assumed rate-type insurance
- All insurance policies for group annuities other than guaranteed fixed-term rate products

Concerning bonds held for the purpose of controlling the respective duration (level of market price fluctuations against fluctuations in interest rates) of bonds that fit into these sub-categories, the Risk Management Committee regularly confirms that the policy reserves and the duration are in a state of general consistency.

Based on such confirmation, the Company classifies most Japanese yen-based debt securities into policy-reserve-matching bonds.

## 7. Data on Market Value of Assets Held in Trust (Company Total)

As of March 31		2012	2011	2010
<b>Assets held in trust</b>	Balance sheet amount	¥—	¥—	¥ 10,670
	Market value	—	—	10,670
	Net unrealized gains/losses	—	—	—
	Gains	—	—	—
	Losses	—	—	—

Notes: 1. Market value calculations are based on prices rationally calculated by the trustee of assets held in trust.

2. Balance sheet amount includes net gains/losses related to derivative transactions within assets held in trust.

### Assets held in trust for trading purposes

As of March 31	2012		2011		2010	
	Balance sheet amount	Net valuation gains/losses included in profits/losses	Balance sheet amount	Net valuation gains/losses included in profits/losses	Balance sheet amount	Net valuation gains/losses included in profits/losses
Assets held in trust for trading purposes	¥—	¥—	¥—	¥2,479	¥10,670	¥79,793

Note: The carrying value of assets held in trust on the balance sheets and the net valuation gains/losses included in profits/losses for the current period include net gains/losses related to derivative transactions.

### Assets held in trust classified as held to maturity, held for reserves and other

No ending balance as of March 31, 2012, 2011 or 2010.

## 8. Ordinary Profit (Core operating profit)

Millions of Yen				
Fiscal years ended March 31	2012	2011	2010	
<b>Core operating income</b>	<b>¥6,836,132</b>	<b>¥6,316,006</b>	<b>¥6,361,557</b>	
Revenues from insurance and reinsurance	5,368,272	4,896,413	4,817,479	
Insurance premiums	5,367,387	4,895,562	4,816,612	
Reinsurance revenue	885	851	867	
Investment income	1,221,074	1,207,553	1,322,092	
Interest, dividends, and other income	1,198,148	1,204,606	1,119,518	
Gain on redemptions of securities	239	2,120	1,226	
Reversal of general allowance for doubtful accounts	1,049	—	—	
Other investment income	2,995	826	1,189	
Gain on separate accounts, net	18,640	—	200,158	
Other ordinary income	246,785	212,039	221,985	
Income from annuity riders	10,328	12,842	8,308	
Income from deferred benefits	171,335	178,293	193,839	
Reversal of policy reserves for outstanding claims	41,933	—	—	
Reversal of policy reserves	—	—	—	
Reversal of accrued retirement benefits	3,081	—	—	
Other income	20,106	20,903	19,837	
Other core operating income	—	—	—	
<b>Core operating expenses</b>	<b>6,291,826</b>	<b>5,799,679</b>	<b>5,856,496</b>	
Benefits and other payments	3,886,720	3,813,023	3,882,981	
Death and other claims	1,167,385	1,135,052	1,173,840	
Annuity payments	649,373	568,489	540,285	
Health and other benefits	804,484	830,497	863,421	
Surrender benefits	1,011,204	1,014,833	1,059,647	
Other refunds	252,933	262,853	244,455	
Reinsurance premiums	1,337	1,296	1,330	
Provision for policy reserves*	1,414,371	960,245	958,073	
Investment expenses	66,766	107,191	59,433	
Interest expenses	2,658	2,839	2,137	
Loss on redemptions of securities	16,265	16,191	12,580	
Transfer to general allowance for doubtful accounts	—	—	(4,769)	
Depreciation of rental real estate and other assets	25,848	26,045	26,405	
Other investment expenses	21,993	27,296	23,079	
Loss on separate accounts, net	—	34,818	—	
Operating expenses	572,065	573,889	573,633	
Other ordinary expenses	351,902	345,329	382,374	
Deferred benefit payments	248,424	237,165	276,138	
Taxes	37,392	34,972	35,562	
Depreciation	50,511	48,035	44,094	
Provision for accrued retirement benefits	—	9,469	12,142	
Deferred asset amortization (Insurance Business Act, Article 113)	—	—	—	
Other expenses	15,573	15,687	14,436	
Other core operating expenses	—	—	—	
<b>Core operating profit</b>	<b>A 544,306</b>	<b>516,327</b>	<b>505,061</b>	

Millions of Yen				
Fiscal years ended March 31	2012	2011	2010	
<b>Capital gains</b>	<b>¥ 233,939</b>	<b>¥ 330,845</b>	<b>¥ 233,068</b>	
Gain on proprietary trading securities	—	—	—	
Gain on assets held in trust, net	16	—	27,911	
Gain on trading securities	—	—	—	
Gain on sales of securities	233,923	330,845	185,497	
Gain on derivative financial instruments, net	—	—	19,659	
Foreign exchange gains, net	—	—	—	
Other capital gains	—	—	—	
<b>Capital losses</b>	<b>347,689</b>	<b>428,729</b>	<b>218,344</b>	
Loss on proprietary trading securities	—	—	—	
Loss on assets held in trust, net	—	605	—	
Loss on trading securities	—	—	—	
Loss on sales of securities	154,062	253,082	123,658	
Loss on valuation of securities	29,364	140,243	81,808	
Loss on derivative financial instruments, net	157,980	27,178	—	
Foreign exchange losses, net	6,282	7,619	12,876	
Other capital losses	—	—	—	
<b>Net capital gains/losses</b>	<b>B (113,750)</b>	<b>(97,883)</b>	<b>14,724</b>	
<b>Core operating profit including net capital gains/losses</b>	<b>A+B 430,555</b>	<b>418,443</b>	<b>519,785</b>	
<b>Non-recurring gains</b>	<b>51,016</b>	<b>42,690</b>	<b>—</b>	
Reinsurance revenue	—	—	—	
Reversal of contingency reserve	46,101	42,690	—	
Reversal of specific allowance for doubtful accounts	4,915	—	—	
Other non-recurring gains	—	—	—	
<b>Non-recurring losses</b>	<b>3</b>	<b>230,037</b>	<b>226,271</b>	
Reinsurance premiums	—	—	—	
Provision for contingency reserve	—	—	—	
Provision for specific allowance for doubtful accounts	—	—	18,147	
Provision of allowance for specific overseas debts	—	—	—	
Write-off of loans	3	0	153	
Other non-recurring losses	—	230,037	207,970	
<b>Non-recurring gains/losses</b>	<b>C 51,012</b>	<b>(187,347)</b>	<b>(226,271)</b>	
<b>Ordinary profit</b>	<b>A + B + C ¥ 481,568</b>	<b>¥ 231,096</b>	<b>¥ 293,513</b>	

\*"Provision for policy reserves" excludes provision for (reversal of) contingency reserve and provision for policy reserves based on Article 69, Paragraph 5 of the Ordinance for Enforcement of the Insurance Business Act.

### (Reference) Breakdown of other core operating income and others

Millions of Yen				
Fiscal years ended March 31	2012	2011	2010	
<b>Other core operating income</b>	<b>¥ —</b>	<b>¥ —</b>	<b>¥ —</b>	
<b>Other core operating expenses</b>	<b>¥ —</b>	<b>¥ —</b>	<b>¥ —</b>	
<b>Other capital gains</b>	<b>¥ —</b>	<b>¥ —</b>	<b>¥ —</b>	
<b>Other capital losses</b>	<b>¥ —</b>	<b>¥ —</b>	<b>¥ —</b>	
<b>Other non-recurring gains</b>	<b>¥ —</b>	<b>¥ —</b>	<b>¥ —</b>	
<b>Other non-recurring losses</b>	<b>¥ —</b>	<b>¥230,037</b>	<b>¥207,970</b>	
Provision for policy reserves based on Article 69, Paragraph 5 of the Ordinance for Enforcement of the Insurance Business Act	—	230,037	207,970	

# MAIN BUSINESS INDICATORS

## 9. Policies in Force and New Policies

### 1. Policies in force

#### (1) Number of policies

As of March 31	2012		2011		2010
	Number of policies	Rate of increase (decrease)	Number of policies	Rate of increase (decrease)	Number of policies
Individual insurance	11,339,098	(1.5)%	11,510,549	(2.2)%	11,775,230
Individual annuities	3,149,513	4.1	3,024,773	2.9	2,939,764

#### (2) Policy amount

As of March 31	2012		2011		2010
	Amount	Rate of increase (decrease)	Amount	Rate of increase (decrease)	Amount
Individual insurance	¥162,385,451	(4.9)%	¥170,791,778	(5.4)%	¥180,524,286
Individual annuities	19,047,063	4.0	18,314,507	2.1	17,935,253
Group insurance	91,234,040	1.4	89,990,366	1.5	88,619,874
Group annuities	10,476,956	5.3	9,952,833	3.4	9,621,896

Notes: 1. The amount of individual annuities is the total of (a) annuity resources at the start of the annuities for policies bound prior to the start of annuity payments, and (b) policy reserves for policies bound after the start of annuity payments.

2. The amount of group annuities is the amount of the policy reserves.

### 2. New policies in force

#### (1) Number of policies

Fiscal years ended March 31	2012		2011		2010
	Number of policies	Rate of increase (decrease)	Number of policies	Rate of increase (decrease)	Number of policies
Individual insurance	1,037,610	6.9%	970,757	(13.2)%	1,118,537
Individual annuities	259,662	23.7	209,971	(10.3)	233,999

Note: The number of policies includes policies that were converted into new policies.

#### (2) Policy amount

Fiscal years ended March 31	2012		2011		2010
	Amount	Rate of increase (decrease)	Amount	Rate of increase (decrease)	Amount
<b>Individual insurance</b>	<b>¥6,758,549</b>	<b>2.7%</b>	<b>¥6,577,677</b>	<b>4.8%</b>	<b>¥ 6,279,281</b>
New policies, including conversions					
New policies, excluding conversions	7,513,315	4.8	7,168,882	(4.2)	7,486,182
By conversion	(754,766)	—	(591,204)	—	(1,206,900)
<b>Individual annuities</b>	<b>1,640,762</b>	<b>31.1</b>	<b>1,251,849</b>	<b>(5.4)</b>	<b>1,323,523</b>
New policies, including conversions					
New policies, excluding conversions	1,672,785	30.4	1,282,464	(5.3)	1,354,329
By conversion	(32,022)	—	(30,614)	—	(30,805)
<b>Group insurance</b>	<b>1,072,159</b>	<b>55.8</b>	<b>687,988</b>	<b>21.5</b>	<b>566,440</b>
New policies, including conversions					
New policies, excluding conversions	1,072,159	55.8	687,988	21.5	566,440
By conversion	[5,540,481]	19.6	[4,631,958]	1.7	[4,553,446]
<b>Group annuities</b>	<b>1,946</b>	<b>33.6</b>	<b>1,457</b>	<b>(50.5)</b>	<b>2,944</b>
New policies, including conversions					
New policies, excluding conversions	1,946	33.6	1,457	(50.5)	2,944
By conversion	—	—	—	—	—

Notes: 1. The amount for new policies for individual annuities represents annuity resources at the start of annuity payments.

2. Figures in brackets in group insurance are amounts that include the increase in premiums and the net increase in premiums from midterm enrollments and withdrawals.

3. Figures for group annuities for new policies represent the first premium revenues.

## 10. Annualized Premiums

### 1. Policies in force

As of March 31	2012		2011		2010
	Amount	Rate of increase (decrease)	Amount	Rate of increase (decrease)	Amount
Individual insurance	¥2,345,320	(0.2)%	¥2,350,756	(1.6)%	¥2,389,759
Individual annuities	820,412	3.8	790,044	3.4	764,202
<b>Total</b>	<b>¥3,165,732</b>	<b>0.8 %</b>	<b>¥3,140,800</b>	<b>(0.4)%</b>	<b>¥3,153,962</b>
Medical coverage, living benefits, and others	¥ 590,089	0.2	¥ 589,148	0.6	¥ 585,449

Notes: 1. The amount of annualized net premium is the annual premium amount calculated by multiplying factors according to the premium payment method to a single premium payment amount (for lump-sum payment, the amount is the total premium divided by the insured period).

2. The amount of medical coverages, living benefits, and others represents annualized premium related to medical benefits (hospitalization benefits and surgical benefits), living benefits (specified illness benefits and nursing care benefits) and waiver of premium benefits (excluding disability benefits but including specified illness and nursing care benefits).

## 10. Annualized Premiums, continued

### 2. New policies

Fiscal years ended March 31	2012		2011		2010
	Amount	Rate of increase (decrease)	Amount	Rate of increase (decrease)	Amount
Individual insurance	¥203,411	15.0	¥176,830	6.1 %	¥166,603
Individual annuities	67,058	21.5	55,187	(32.2)	81,386
<b>Total</b>	<b>¥270,470</b>	<b>16.6</b>	<b>¥232,018</b>	<b>(6.4)%</b>	<b>¥247,989</b>
Medical coverage, living benefits, and others	¥ 36,455	(0.1)%	¥ 36,501	(21.0)%	¥ 46,185

Notes: 1. The amount of annualized net premium is the annual premium amount calculated by multiplying factors according to the premium payment method to a single premium payment amount (for lump-sum payment, the amount is the total premium divided by the insured period).

2. The amount of medical coverages, living benefits, and others represents annualized premium related to medical benefits (hospitalization benefits and surgical benefits), living benefits (specified illness benefits and nursing care benefits) and waiver of premium benefits (excluding disability benefits but including specified illness and nursing care benefits).

3. "New policies" includes the net increases due to conversions.

## 11. New Policies by Product

Fiscal years ended March 31	2012		2011		2010	
	Policies	Amount	Policies	Amount	Policies	Amount
<b>Individual insurance</b>						
Mortality insurance	[918,017]	¥[15,256,819]	[830,242]	¥[15,211,310]	[955,565]	¥[18,303,774]
Term life insurance	[19,984]	[1,407,228]	[21,320]	[1,454,166]	[25,090]	[1,536,588]
Whole life insurance	[195,138]	[1,217,483]	[138,575]	[879,111]	[115,197]	[701,565]
Lump-sum payment whole life insurance with variable accumulation rate	6,163	36,121	27,282	211,073	22,572	168,255
Lump-sum payment increasing whole life insurance with variable assumed rate	61,637	481,764	21,149	164,357	—	—
Whole life insurance with term rider	[554,956]	[11,955,145]	[546,545]	[12,371,885]	[693,513]	[15,787,205]
Term life insurance with dread disease term rider	—	—	—	—	—	—
Whole life insurance with dread disease term rider	—	—	—	—	—	—
Cancer insurance	15,253	2,420	15,793	2,493	19,790	3,175
Hospitalization medical insurance	—	—	—	—	47	—
General medical insurance	59,241	—	54,629	—	74,456	—
Increasing term life insurance	3,409	140,390	2,870	112,401	2,753	94,727
Medical life insurance	268	16	415	26	510	31
Lump-sum payment whole life insurance for retirement	849	4,622	688	3,995	571	3,061
Medical life insurance for retirement	1,119	464	976	386	1,066	472
Term rider	[2,579]	[11,161]	[2,812]	[11,412]	[2,171]	[8,691]
Life and mortality insurance	1,760	7,040	2,034	7,689	1,421	5,457
Endowment insurance	[119,593]	[848,100]	[140,515]	[1,011,891]	[162,972]	[1,132,303]
Endowment insurance with term rider <i>Kurashi no Hoken</i>	115,504	754,008	135,255	901,172	157,115	994,883
Term life with survival benefit insurance <i>Melody</i>	[60,804]	[263,709]	[67,710]	[283,169]	[82,692]	[332,757]
Term life with survival benefit insurance <i>BIG YOU</i>	59,755	260,939	66,350	279,075	80,635	328,407
Juvenile insurance	[8,868]	[81,045]	[12,230]	[108,841]	[11,770]	[105,871]
Multi-increase endowment rider	5,828	55,756	8,330	77,543	7,970	74,768
Term rider with survival benefit	9,126	9,604	11,309	11,894	14,319	15,653
Pure endowment	8,177	107,400	12,746	169,114	13,229	152,068
Family pure endowment	32,618	260,166	36,520	289,679	40,962	320,118
Subtotal	167	18	383	41	500	55
	[68,464]	[126,156]	[81,234]	[149,150]	[116,281]	[205,779]
	33,223	60,122	41,216	73,823	63,698	103,812
	—	—	—	—	—	—
	—	—	—	—	—	—
	[1,037,610]	[16,104,920]	[970,757]	[16,223,202]	[1,118,537]	[19,436,078]
	<b>650,620</b>	<b>7,513,315</b>	<b>581,619</b>	<b>7,168,882</b>	<b>632,636</b>	<b>7,486,182</b>
		<6,758,549>		<6,577,677>		<6,279,281>

## 11. New Policies by Product, continued

Number of Policies, Millions of Yen

Fiscal years ended March 31		2012		2011		2010	
		Policies	Amount	Policies	Amount	Policies	Amount
Individual annuities	Nissay annuities	[243,139]	¥ [1,615,510]	[193,209]	¥ [1,220,080]	[187,461]	¥ [1,152,799]
		241,190	1,593,440	191,311	1,198,086	185,230	1,128,497
	Annuities focused on survival coverage	[—]	[—]	[—]	[—]	[—]	[—]
		—	—	—	—	—	—
	Annuities with variable accumulation rate	16,523	79,345	16,716	83,692	46,297	224,714
	Guaranteed minimum maturity benefit equity-indexed annuities	—	—	46	685	241	1,117
	Nissay investment-type annuities	—	—	—	—	—	—
	<b>Subtotal</b>	<b>[259,662]</b>	<b>[1,694,856]</b>	<b>[209,971]</b>	<b>[1,304,458]</b>	<b>[233,999]</b>	<b>[1,378,631]</b>
		<b>257,713</b>	<b>1,672,785</b>	<b>208,073</b>	<b>1,282,464</b>	<b>231,768</b>	<b>1,354,329</b>
			<1,640,762>		<1,251,849>		<1,323,523>
Group insurance	Group term life insurance	170,921	1,072,159	212,186	684,831	198,816	564,397
	Group credit life insurance	—	—	346	3,156	635	2,042
	Consumer credit group insurance	—	—	—	—	—	—
	Group endowment insurance	—	—	—	—	—	—
	Group whole life insurance	—	—	—	—	—	—
	Life insurance for dependents of disabled	—	—	—	—	—	—
	Annuities rider (group term life insurance)	—	—	—	—	—	—
	<b>Subtotal</b>	<b>170,921</b>	<b>1,072,159</b>	<b>212,532</b>	<b>687,988</b>	<b>199,451</b>	<b>566,440</b>
Group annuities	Corporate pension plans	—	—	—	—	—	—
	New corporate pension plans	91,828	21	11,871	424	5,697	115
	Insured contributory pension plans	24,677	23	39,563	388	22,473	70
	Defined benefit corporate pension plans	—	489	—	468	—	688
	National pension fund insurance	—	—	—	—	—	—
	Employees' pension fund insurance	—	—	4,258	5	12,773	2,000
	Employees' pension association insurance	—	—	—	—	—	—
	Group pure endowment insurance	—	1,226	—	—	—	—
	Defined contribution pension plans	—	185	—	170	—	70
	<b>Subtotal</b>	<b>116,505</b>	<b>1,946</b>	<b>55,692</b>	<b>1,457</b>	<b>40,943</b>	<b>2,944</b>
Workers' asset-formation insurance	Workers' asset-formation savings insurance	4,608	431	5,357	400	5,698	337
	Workers' asset-formation housing funding insurance	896	72	960	60	988	62
	Workers' asset-formation benefits savings insurance	206	8	53	0	—	—
	Workers' asset-formation fund savings insurance	—	—	—	—	—	—
	<b>Subtotal</b>	<b>5,710</b>	<b>512</b>	<b>6,370</b>	<b>461</b>	<b>6,686</b>	<b>400</b>
Workers' asset-formation annuities	Workers' asset-formation annuities	—	—	—	—	—	—
	Workers' asset-formation funding annuities	1,839	70	1,857	76	1,753	65
	<b>Subtotal</b>	<b>1,839</b>	<b>70</b>	<b>1,857</b>	<b>76</b>	<b>1,753</b>	<b>65</b>
Medical life insurance	Individual type	57	0	56	0	37	0
	Group type	34,203	168	52,403	114	956	5
	<b>Subtotal</b>	<b>34,260</b>	<b>169</b>	<b>52,459</b>	<b>115</b>	<b>993</b>	<b>5</b>
Disability income insurance	Group disability income insurance	6,042	933	27,876	4,607	41,326	5,238
	<b>Subtotal</b>	<b>6,042</b>	<b>933</b>	<b>27,876</b>	<b>4,607</b>	<b>41,326</b>	<b>5,238</b>
<b>Reinsurance assumed</b>		<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>

Notes: 1. Figures in brackets include policies that were converted into new policies, except for subtotal figures in angle brackets, which exclude policies prior to conversion.

2. Term life insurance includes term life insurance (group type).

3. Whole life insurance includes comprehensive whole life insurance.

4. Term rider includes juvenile term life insurance riders and spouse term life insurance riders.

5. Term rider, multi increase endowment rider, term rider with survival benefit, life insurance for dependents of disabled and employees' pension association insurance are not included in the subtotals.

6. The number of policies for group insurance, group annuities, workers' asset-formation insurance, workers' asset-formation annuities, medical life insurance, disability income insurance and reinsurance assumed is the number of insured persons.

7. Figures for individual annuities, group insurance (annuities rider) and workers' asset-formation annuities (excluding workers' asset-formation funding annuities) represent annuity resources at the start of annuity payments.

8. New policy amounts for group annuities, workers' asset-formation insurance and workers' asset-formation funding annuities are the first time premium revenues.

9. Amounts for medical life insurance show daily amounts of hospitalization benefit.

10. Amounts for disability income insurance show monthly amounts of disability income insurance benefit.

## 12. Policies in Force by Product

As of March 31		2012		2011		2010	
		Policies	Amount	Policies	Amount	Policies	Amount
Individual insurance	Mortality insurance	9,076,563	¥149,242,306	8,951,052	¥155,935,170	8,911,874	¥163,823,740
	Term life insurance	170,534	9,887,573	172,921	9,732,698	176,602	9,681,848
	Whole life insurance	3,269,489	24,818,592	3,081,871	24,024,815	2,938,786	23,501,199
	Lump-sum payment whole life insurance with variable accumulation rate	75,910	589,282	74,824	597,018	51,117	423,203
	Lump-sum payment increasing whole life insurance with variable accumulation rate	80,854	627,923	21,063	163,238	—	—
	Whole life insurance with term rider	4,663,151	109,383,610	4,795,743	117,098,235	4,944,391	125,347,173
	Variable life insurance (whole life type)	35,558	530,534	36,026	541,967	36,558	554,803
	Variable life insurance with term rider (whole life type)	1,224	36,223	1,412	42,368	1,582	48,141
	Term life insurance with dread disease term rider	179,985	895,591	194,335	969,780	213,659	1,080,044
	Whole life insurance with dread disease term rider	32,352	209,563	33,221	216,121	34,166	223,351
	Cancer insurance	250,901	34,241	258,930	35,470	267,595	36,858
	Hospitalization medical insurance	88,076	12	96,181	2	106,207	—
	General medical insurance	166,385	—	120,163	—	72,823	—
	Increasing term life insurance	19,657	853,368	21,756	930,694	26,027	1,122,918
	Medical life insurance	5,068	304	5,670	341	5,543	331
	Lump-sum payment whole life insurance for retirement	7,557	32,029	6,842	27,943	6,274	24,416
	Medical life insurance for retirement	10,203	4,485	9,370	4,118	8,668	3,802
	Former Dowra Life Insurance	19,659	187,610	20,724	201,744	21,876	217,654
	Term rider	243,200	1,151,357	285,691	1,348,610	331,566	1,557,990
	Life and mortality insurance	2,262,364	13,140,507	2,558,955	14,853,589	2,860,175	16,696,123
	Endowment insurance	1,150,528	4,773,725	1,298,625	5,298,631	1,446,302	5,830,054
	Endowment insurance with term rider <i>Kurashi no Hoken</i>	121,883	1,593,887	149,752	1,940,862	177,091	2,285,223
	Variable life insurance (defined term type)	2,222	11,319	2,439	12,755	2,599	13,618
	Term life with survival benefit insurance <i>Melody</i>	50,770	60,879	46,302	57,602	38,895	52,046
	Term life with survival benefit insurance <i>BIG YOU</i>	194,203	2,387,359	231,930	2,835,561	279,294	3,399,991
	Juvenile insurance	739,806	3,322,956	826,684	3,651,866	912,505	4,011,311
	Former Dowra Life Insurance	2,952	6,263	3,223	7,374	3,489	8,209
	Multi-increase endowment rider	16,636	4,840	17,289	5,245	18,465	5,772
	Term rider with survival benefit	530,292	979,276	563,710	1,043,690	587,369	1,089,895
	Pure endowment	171	2,637	542	3,017	3,181	4,422
	Family pure endowment	—	—	363	183	2,997	1,431
Pure endowment with nursing care benefit	171	2,637	179	2,834	184	2,990	
<b>Subtotal</b>	<b>11,339,098</b>	<b>162,385,451</b>	<b>11,510,549</b>	<b>170,791,778</b>	<b>11,775,230</b>	<b>180,524,286</b>	

Number of Policies, Millions of Yen

## 12. Policies in Force by Product, continued

Number of Policies, Millions of Yen

As of March 31		2012		2011		2010	
		Policies	Amount	Policies	Amount	Policies	Amount
Individual annuities	Nissay annuities	2,505,585	¥15,345,858	2,370,561	¥14,526,016	2,282,340	¥14,089,878
	Individual fixed annuities <i>Sounen no Sekkei</i>	520	1,009	917	1,478	1,449	2,224
	Annuities focused on survival coverage	409,693	2,558,731	419,157	2,625,568	430,359	2,704,569
	Variable assumed rate-type annuities	12,774	41,190	13,520	48,526	15,456	55,768
	Annuities with variable accumulation rate	162,339	809,730	160,152	809,479	148,809	762,850
	Guaranteed minimum maturity benefit equity-indexed annuities	619	3,058	634	3,159	597	2,528
	Nissay investment-type annuities	24,865	144,185	26,881	156,289	28,384	174,837
	Former Dowa Life Insurance	4,108	18,127	4,239	18,859	4,368	19,642
	Annuity rider	26,284	97,075	25,665	94,529	24,573	87,943
	Term rider annualized payment	2,725	28,092	3,046	30,595	3,428	35,005
	Annuity for spouse term rider	1	3	1	3	1	3
<b>Subtotal</b>	<b>3,149,513</b>	<b>19,047,063</b>	<b>3,024,773</b>	<b>18,314,507</b>	<b>2,939,764</b>	<b>17,935,253</b>	
Group insurance	Group term life insurance	14,203,069	56,336,373	14,282,060	55,046,421	14,473,972	53,691,946
	Group credit life insurance	12,521,825	34,847,268	12,698,575	34,892,658	12,936,919	34,875,481
	Consumer credit group insurance	50,895	2,322	52,183	1,964	53,649	2,154
	Group endowment insurance	37	210	68	432	102	576
	Group whole life insurance	87	70	102	80	123	90
	Life insurance for dependents of disabled	54,807	32,132	57,005	33,289	59,306	34,541
	Annuities rider (group term life insurance)	11,096	15,662	11,348	15,519	11,438	15,083
	<b>Subtotal</b>	<b>26,787,009</b>	<b>91,234,040</b>	<b>27,044,336</b>	<b>89,990,366</b>	<b>27,476,203</b>	<b>88,619,874</b>
Group annuities	Corporate pension plans	1,218	5,033	2,995	6,632	51,095	35,921
	New insured pension plans	6,811,987	749,452	8,429,965	1,172,806	8,752,619	1,513,083
	Insured contributory pension plans	3,521,709	3,675,616	3,620,061	3,589,259	3,674,131	3,380,337
	Defined benefit corporate pension plans	—	4,684,681	—	3,955,604	—	3,464,450
	National pension fund insurance	—	1,653	—	2,185	—	7,457
	Employees' pension fund insurance	3,233,258	640,626	3,411,729	666,564	3,462,647	691,914
	Employees' pension association insurance	—	—	—	—	—	—
	Group pure endowment insurance	—	212,324	—	199,502	—	208,086
	Defined contribution pension plans	—	507,567	—	360,276	—	320,644
	<b>Subtotal</b>	<b>13,568,172</b>	<b>10,476,956</b>	<b>15,464,750</b>	<b>9,952,833</b>	<b>15,940,492</b>	<b>9,621,896</b>
Workers' asset-formation insurance	Workers' asset-formation savings insurance	112,480	267,522	116,822	262,482	121,030	257,696
	Workers' asset-formation housing funding insurance	18,800	53,867	20,106	56,616	21,525	59,836
	Workers' asset-formation benefits savings insurance	20,535	1,638	20,487	1,453	20,640	1,348
	Workers' asset-formation fund savings insurance	653	13	653	13	649	14
	<b>Subtotal</b>	<b>152,468</b>	<b>323,040</b>	<b>158,068</b>	<b>320,565</b>	<b>163,844</b>	<b>318,897</b>
Workers' asset-formation annuities	Workers' asset-formation annuities	345	1,134	361	1,230	383	1,349
	Workers' asset-formation funding annuities	61,662	138,047	62,941	142,158	64,347	146,105
<b>Subtotal</b>	<b>62,007</b>	<b>139,181</b>	<b>63,302</b>	<b>143,389</b>	<b>64,730</b>	<b>147,455</b>	
Medical life insurance	Individual type	1,269	5	1,399	6	1,526	7
	Group type	903,546	3,190	898,278	3,034	865,044	2,861
<b>Subtotal</b>	<b>904,815</b>	<b>3,196</b>	<b>899,677</b>	<b>3,040</b>	<b>866,570</b>	<b>2,868</b>	
Disability income insurance	Group disability income insurance	94,556	13,178	96,523	12,617	78,402	7,621
<b>Subtotal</b>	<b>94,556</b>	<b>13,178</b>	<b>96,523</b>	<b>12,617</b>	<b>78,402</b>	<b>7,621</b>	
<b>Reinsurance assumed</b>	<b>16,093</b>	<b>18,814</b>	<b>13,724</b>	<b>16,576</b>	<b>16,767</b>	<b>15,777</b>	

Notes: 1. Term life insurance includes term life insurance (group type).

2. Whole life insurance includes comprehensive whole life insurance.

3. Term rider includes juvenile term life insurance riders and spouse term life insurance riders.

4. Term rider, multi increase endowment rider, term rider with survival benefit, life insurance for dependents of disabled and employees' pension association insurance are not included in the subtotals.

5. The number of policies for group insurance, group annuities, workers' asset-formation insurance, workers' asset-formation annuities, medical life insurance, disability income insurance and reinsurance assumed is the number of insured persons.

6. Figures for individual annuities, group insurance (annuities rider) and workers' asset-formation annuities (excluding workers' asset-formation funding annuities) represent the total of annuity resources at the start of annuities for policies prior to the start of annuity payments and policy reserves for policies after the start of annuity payments.

7. New policy amounts for group annuities, workers' asset-formation insurance and workers' asset-formation funding annuities are amounts for policy reserves.

8. Amounts for medical life insurance show daily amounts of hospitalization benefits.

9. Amounts for disability income insurance show monthly amounts of disability income insurance benefits.

### 13. Amount of Policies in Force by Coverage Type

As of March 31		2012	2011	2010	
Millions of Yen					
Death protection	Death protection due to illness/accident	Individual insurance	¥162,381,098	¥170,786,732	¥180,517,589
		Individual annuities	—	—	—
		Group insurance	91,218,378	89,974,847	88,604,790
		Group annuities	—	—	—
		<b>Total including other types</b>	<b>253,618,291</b>	<b>260,778,156</b>	<b>269,138,158</b>
	Death protection due to accident	Individual insurance	[30,185,419]	[32,267,227]	[34,542,457]
		Individual annuities	[310,147]	[326,010]	[343,448]
		Group insurance	[3,617,358]	[3,787,888]	[3,900,626]
		Group annuities	[—]	[—]	[—]
		<b>Total including other types</b>	<b>[34,144,021]</b>	<b>[36,398,427]</b>	<b>[38,805,163]</b>
	Death protection due to specific causes	Individual insurance	[308,172]	[319,257]	[331,870]
		Individual annuities	[—]	[—]	[—]
Group insurance		[120,696]	[120,835]	[139,516]	
Group annuities		[—]	[—]	[—]	
	<b>Total including other types</b>	<b>[428,869]</b>	<b>[440,092]</b>	<b>[471,387]</b>	
Pure endowment	Maturity and survival benefits	Individual insurance	4,352	5,046	6,696
		Individual annuities	17,587,998	16,963,360	16,654,081
		Group insurance	903	886	683
		Group annuities	—	—	—
		<b>Total including other types</b>	<b>17,679,787</b>	<b>17,060,025</b>	<b>16,757,361</b>
	Annuity	Individual insurance	[256,037]	[315,242]	[382,021]
		Individual annuities	[2,182,980]	[2,098,856]	[2,053,088]
		Group insurance	[2,070]	[2,026]	[1,939]
		Group annuities	[—]	[—]	[—]
		<b>Total including other types</b>	<b>[2,449,827]</b>	<b>[2,424,792]</b>	<b>[2,445,532]</b>
	Other	Individual insurance	—	—	—
		Individual annuities	1,459,064	1,351,147	1,281,171
Group insurance		14,758	14,633	14,400	
Group annuities		10,476,956	9,952,833	9,621,896	
	<b>Total including other types</b>	<b>12,326,468</b>	<b>11,691,835</b>	<b>11,287,920</b>	
Hospitalization coverage	Coverage for hospitalization due to accident	Individual insurance	[47,816]	[49,309]	[50,642]
		Individual annuities	[1,545]	[1,573]	[1,594]
		Group insurance	[1,718]	[1,809]	[1,920]
		Group annuities	[—]	[—]	[—]
		<b>Total including other types</b>	<b>[54,277]</b>	<b>[55,733]</b>	<b>[57,026]</b>
	Coverage for hospitalization due to illness	Individual insurance	[47,543]	[48,948]	[50,157]
		Individual annuities	[1,531]	[1,558]	[1,578]
		Group insurance	[—]	[—]	[—]
		Group annuities	[—]	[—]	[—]
		<b>Total including other types</b>	<b>[52,271]</b>	<b>[53,547]</b>	<b>[54,604]</b>
	Coverage for hospitalization due to other causes	Individual insurance	[57,192]	[61,227]	[66,218]
		Individual annuities	[329]	[344]	[374]
Group insurance		[49]	[48]	[48]	
Group annuities		[—]	[—]	[—]	
	<b>Total including other types</b>	<b>[57,572]</b>	<b>[61,620]</b>	<b>[66,642]</b>	
Disability coverage	Individual insurance	—	—	—	
	Individual annuities	—	—	—	
	Group insurance	—	—	—	
	Group annuities	—	—	—	
	<b>Total including other types</b>	<b>13,178</b>	<b>12,617</b>	<b>7,621</b>	

Notes: 1. Figures in brackets show additional coverage and rider coverage attached to primary policies. However, death protection due to illness/accident of term riders is recorded under primary coverage.  
 2. Figures for maturity and survival benefits of pure endowment show annuity resources at the start of annuity payments for policies prior to the start of annuity payments for individual annuities and group insurance (annuities rider).  
 3. Figures for annuity of pure endowment show annual annuity amounts.  
 4. Figures for other of pure endowment show policy reserves for individual annuities (after start of annuity payments), group insurance (after start of annuities rider annuities payments) and group annuities.  
 5. Figures for hospitalization coverage show daily hospitalization benefits.  
 6. Figures for "total including other types" included in coverage for hospitalization due to illness of hospitalization coverage show the total of primary coverage portions and rider coverage.



### 13. Amount of Policies in Force by Coverage Type, continued

As of March 31		Number of Policies		
		2012	2011	2010
Disability coverage	Individual insurance	[7,012,202]	[7,342,436]	[7,684,405]
	Individual annuities	[83,825]	[84,383]	[84,715]
	Group insurance	[2,877,511]	[2,931,634]	[3,038,028]
	Group annuities	[—]	[—]	[—]
	<b>Total including other types</b>	<b>[9,973,538]</b>	<b>[10,358,453]</b>	<b>[10,807,148]</b>
Surgical coverage	Individual insurance	[11,572,001]	[12,079,351]	[12,651,964]
	Individual annuities	[338,900]	[346,034]	[351,997]
	Group insurance	[—]	[—]	[—]
	Group annuities	[—]	[—]	[—]
	<b>Total including other types</b>	<b>[11,910,901]</b>	<b>[12,425,385]</b>	<b>[13,003,961]</b>

Note: Figures in brackets show attached coverage portions of primary policies and rider coverage.

### 14. Individual Insurance and Annuity Policy Amounts in Force by Product

As of March 31		Millions of Yen		
		2012	2011	2010
Mortality insurance	Whole life insurance	¥ 26,314,047	¥ 25,066,869	¥ 24,211,142
	Whole life insurance with term rider	109,383,610	117,098,235	125,347,173
	Term life insurance	11,638,908	11,635,371	11,886,834
	<b>Total including other types</b>	<b>149,242,306</b>	<b>155,935,170</b>	<b>163,823,740</b>
Life and mortality insurance	Endowment insurance	4,773,725	5,298,631	5,830,054
	Endowment insurance with term rider	1,593,887	1,940,862	2,285,223
	Term life insurance with survival benefits	2,448,239	2,893,163	3,452,037
	<b>Total including other types</b>	<b>13,140,507</b>	<b>14,853,589</b>	<b>16,696,123</b>
Pure endowment	Family pure endowment	—	183	1,431
	<b>Total including other types</b>	<b>2,637</b>	<b>3,017</b>	<b>4,422</b>
<b>Annuities</b>	<b>Individual annuities</b>	<b>19,047,063</b>	<b>18,314,507</b>	<b>17,935,253</b>
Hospitalization/accident riders	Accident rider with extra premium	9,558,861	10,323,563	11,213,637
	Injury rider	20,715,292	22,034,377	23,458,340
	Accident coverage rider	1,554	2,614	4,118
	General medical rider	26,778	22,736	16,063
	Hospitalization due to accident rider	20,915	26,698	34,961
	Hospitalization due to illness rider	20,619	26,311	34,437
	Hospitalization due to adult disease rider	2,952	3,974	5,395
	Hospital visit rider	3,363	4,493	6,205
	Long-term hospitalization rider	42	54	72
	Hospitalization rider for women	1,374	1,969	2,990
	Limited injury rider	150,338	153,558	156,109
	Hospitalization due to cancer rider	23,183	23,640	23,812
	Short-term hospitalization rider	8,449	11,319	15,368

- Notes: 1. Whole life insurance includes whole life insurance with dread disease term rider, comprehensive whole life insurance, cancer insurance, medical life insurance for retirement (whole life), single premium whole life insurance for retirement, lump-sum payment whole life insurance with variable accumulation rate and lump-sum payment increasing whole life insurance with variable assumed rate.
2. Term life insurance includes term life insurance with dread disease term rider, group term life insurance, increasing term life insurance, medical life insurance and medical life insurance for retirement (defined term).
3. Term life insurance with survival benefits is the total of term life with survival benefit insurance BIG YOU and term life with survival benefit insurance Melody.
4. Figures for individual annuities are the total of annuity resources at the start of annuity payments for policies prior to the start of annuity payments and policy reserves for policies after the start of annuity payments.
5. Figures for hospitalization and hospital visit riders show the daily hospitalization and hospital visit benefits.

## 15. Trends and Transitions of Policies

### 1. Individual insurance

Fiscal years ended March 31	2012		2011		2010	
	Policies	Amount	Policies	Amount	Policies	Amount
<b>At the beginning of the fiscal year</b>	<b>11,510,549</b>	<b>¥170,791,778</b>	<b>11,775,230</b>	<b>¥180,524,286</b>	<b>12,047,441</b>	<b>¥192,373,811</b>
New policies	650,620	7,513,315	581,619	7,168,882	632,636	7,486,182
Renewals	6,572	1,405,438	9,664	1,396,465	9,904	1,202,516
Reinstatements	9,844	144,767	11,527	174,737	12,846	199,060
Increase from conversion	386,990	8,591,604	389,138	9,054,320	485,901	11,949,895
Increase from variable amount	—	77	—	135	—	138
Death	51,034	588,661	47,350	560,218	45,331	562,773
Maturity	259,856	1,006,616	273,425	1,075,391	285,914	1,115,752
Decrease of benefits	—	2,109,531	—	2,341,173	—	2,817,983
Decrease from conversion	370,709	9,346,370	375,374	9,645,524	470,773	13,156,796
Cancellation	471,499	8,015,981	480,494	8,612,491	521,503	9,827,839
Expiration	68,491	1,028,506	75,976	1,165,673	85,276	1,355,177
Decrease from variable amount	—	68	—	73	—	38
Decrease due to other changes	3,888	3,965,793	4,010	4,126,501	4,701	3,850,958
<b>At the end of the fiscal year</b>	<b>11,339,098</b>	<b>162,385,451</b>	<b>11,510,549</b>	<b>170,791,778</b>	<b>11,775,230</b>	<b>180,524,286</b>
<b>[Rate of decrease]</b>	<b>[(1.5)%]</b>	<b>[(4.9)%]</b>	<b>[(2.2)%]</b>	<b>[(5.4)%]</b>	<b>[(2.3)%]</b>	<b>[(6.2)%]</b>
<b>Net decrease</b>	<b>(171,451)</b>	<b>(8,406,327)</b>	<b>(264,681)</b>	<b>(9,732,508)</b>	<b>(272,211)</b>	<b>(11,849,525)</b>
<b>[Rate of net increase]</b>	<b>[—%]</b>	<b>[—%]</b>	<b>[—%]</b>	<b>[—%]</b>	<b>[—%]</b>	<b>[—%]</b>

Note: Figures show the total of primary coverage portions for mortality insurance, life and mortality insurance, and pure endowment.

### 2. Individual annuities

Fiscal years ended March 31	2012		2011		2010	
	Policies	Amount	Policies	Amount	Policies	Amount
<b>At the beginning of the fiscal year</b>	<b>3,024,773</b>	<b>¥&lt;2,096,803&gt;</b>	<b>2,939,764</b>	<b>¥&lt;2,050,925&gt;</b>	<b>2,827,125</b>	<b>¥&lt;1,999,212&gt;</b>
New policies	257,713	<180,404>	208,073	<139,171>	231,768	<147,507>
Reinstatements	960	5,742	1,007	5,853	906	5,253
Increase from conversion	1,949	22,070	1,898	21,994	2,231	24,302
Death	9,920	51,491	9,181	47,875	8,163	44,524
Completion of payments	14,371	11,207	13,844	10,811	12,106	10,014
Decrease of insurance amount	—	43,937	—	42,441	—	44,020
Decrease from conversion	9,045	54,093	8,872	52,609	8,842	55,108
Cancellation	86,592	532,678	87,752	547,457	86,777	545,708
Expiration	7,125	41,907	7,162	41,444	7,186	41,517
Decrease due to other changes	8,829	83,754	(842)	55,058	(808)	58,408
<b>At the end of the fiscal year</b>	<b>3,149,513</b>	<b>&lt;2,181,026&gt;</b>	<b>3,024,773</b>	<b>&lt;2,096,803&gt;</b>	<b>2,939,764</b>	<b>&lt;2,050,925&gt;</b>
<b>[Rate of increase]</b>	<b>[4.1%]</b>	<b>[4.0%]</b>	<b>[2.9%]</b>	<b>[2.1%]</b>	<b>[4.0%]</b>	<b>[2.7%]</b>
<b>Net increase</b>	<b>124,740</b>	<b>732,555</b>	<b>85,009</b>	<b>379,254</b>	<b>112,639</b>	<b>464,867</b>
<b>[Rate of net increase (decrease)]</b>	<b>[46.7%]</b>	<b>[93.2%]</b>	<b>[(24.5)%]</b>	<b>[(18.4)%]</b>	<b>[4.2%]</b>	<b>[34.6%]</b>

Notes: 1. Figures are the total of annuity resources at the start of annuity payments for policies prior to annuity payments and policy reserves for policies after the start of annuity payments.  
2. Figures in angle brackets show annual amounts of annuities.

## 15. Trends and Transitions of Policies, continued

### 3. Group insurance

Number of Policies, Millions of Yen, %

Fiscal years ended March 31	2012		2011		2010	
	Policies	Amount	Policies	Amount	Policies	Amount
<b>At the beginning of the fiscal year</b>	<b>27,044,336</b>	<b>¥89,990,366</b>	<b>27,476,203</b>	<b>¥88,619,874</b>	<b>27,824,152</b>	<b>¥87,430,483</b>
New policies	170,921	1,072,159	212,532	687,988	199,451	566,440
Renewals	13,934,215	54,625,354	14,039,831	53,903,781	14,287,350	52,675,386
Midterm enrollment	2,202,255	8,407,147	2,108,805	7,598,757	2,166,776	7,148,375
Increase of insurance amount	—	2,764,122	—	2,020,194	—	2,605,997
Death	56,113	121,648	55,834	122,351	57,165	124,004
Maturity	14,077,177	55,022,190	14,257,837	54,186,295	14,401,686	52,934,281
Withdrawal	2,358,881	6,702,948	2,396,040	5,674,981	2,470,838	5,767,365
Decrease of insurance amount	—	3,548,842	—	2,616,391	—	2,814,125
Cancellation	70,587	224,595	82,790	235,942	71,530	166,843
Expiration	2,832	4,369	858	4,186	1,128	3,958
Decrease due to other changes	(872)	(1,035)	(324)	(1,415)	(821)	(5,189)
<b>At the end of the fiscal year</b>	<b>26,787,009</b>	<b>91,234,040</b>	<b>27,044,336</b>	<b>89,990,366</b>	<b>27,476,203</b>	<b>88,619,874</b>
<b>[Rate of increase (decrease)]</b>	<b>[(1.0)%]</b>	<b>[1.4%]</b>	<b>[(1.6)%]</b>	<b>[1.5%]</b>	<b>[(1.3)%]</b>	<b>[1.4%]</b>
<b>Net increase (decrease)</b>	<b>(257,327)</b>	<b>1,243,673</b>	<b>(431,867)</b>	<b>1,370,491</b>	<b>(347,949)</b>	<b>1,189,391</b>
<b>[Rate of increase (decrease)]</b>	<b>[—%]</b>	<b>[(9.3)%]</b>	<b>[—%]</b>	<b>[15.2%]</b>	<b>[—%]</b>	<b>[(40.8)%]</b>

Notes: 1. Figures show the total of primary coverage portions of mortality insurance, life and mortality insurance, and annuity riders.

2. Number of policies shows the number of insured persons.

### 4. Group annuities

Number of Policies, Millions of Yen, %

Fiscal years ended March 31	2012		2011		2010	
	Policies	Amount	Policies	Amount	Policies	Amount
<b>At the beginning of the fiscal year</b>	<b>15,464,750</b>	<b>¥ 9,952,833</b>	<b>15,940,492</b>	<b>¥9,621,896</b>	<b>16,789,685</b>	<b>¥9,151,763</b>
New policies	116,505	1,946	55,692	1,457	40,943	2,944
Annuity payments	3,822,420	304,446	3,998,624	283,102	4,101,626	264,371
Single payments	742,626	445,211	850,403	475,209	876,740	509,087
Cancellation	119,379	152,180	77,167	121,734	207,830	112,755
<b>At the end of the fiscal year</b>	<b>13,568,172</b>	<b>10,476,956</b>	<b>15,464,750</b>	<b>9,952,833</b>	<b>15,940,492</b>	<b>9,621,896</b>
<b>[Rate of increase (decrease)]</b>	<b>[(12.3)%]</b>	<b>[5.3%]</b>	<b>[(3.0)%]</b>	<b>[3.4%]</b>	<b>[(5.1)%]</b>	<b>[5.1%]</b>
<b>Net increase (decrease)</b>	<b>(1,896,578)</b>	<b>524,123</b>	<b>(475,742)</b>	<b>330,936</b>	<b>(849,193)</b>	<b>470,133</b>
<b>[Rate of increase (decrease)]</b>	<b>[—%]</b>	<b>[58.4%]</b>	<b>[—%]</b>	<b>[(29.6)%]</b>	<b>[—%]</b>	<b>[332.3%]</b>

Notes: 1. Figures for the beginning of the fiscal year and the end of the fiscal year represent policy reserve amounts at that time.

2. Amount of new policies represents the first time premium revenues.

3. Number of policies shows the number of insured persons.

# INSURANCE POLICY INDICATORS

## 16. Increase in Policy Amounts in Force

### 1. Number of policies in force and rate of increase

Fiscal years ended March 31	2012		2011		2010	
	Policies	Rate of increase (decrease)	Policies	Rate of increase (decrease)	Policies	Rate of increase (decrease)
Individual insurance	11,339,098	(1.5)%	11,510,549	(2.2)%	11,775,230	(2.3)%
Mortality insurance	9,076,563	1.4	8,951,052	0.4	8,911,874	0.6
Life and mortality insurance	2,262,364	(11.6)	2,558,955	(10.5)	2,860,175	(10.1)
Pure endowment	171	(68.5)	542	(83.0)	3,181	(47.7)
Individual annuities	3,149,513	4.1	3,024,773	2.9	2,939,764	4.0
Group insurance	26,787,009	(1.0)	27,044,336	(1.6)	27,476,203	(1.3)
Group annuities	13,568,172	(12.3)	15,464,750	(3.0)	15,940,492	(5.1)
Workers' asset-formation insurance	152,468	(3.5)	158,068	(3.5)	163,844	(4.4)
Workers' asset-formation annuities	62,007	(2.0)	63,302	(2.2)	64,730	(2.5)
Medical life insurance	904,815	0.6	899,677	3.8	866,570	(3.5)
Disability income insurance	94,556	(2.0)	96,523	23.1	78,402	61.6

Note: Number of policies for group insurance, group annuities, workers' asset-formation insurance, workers' asset-formation annuities, medical life insurance and disability income insurance is the number of insured persons.

### 2. Amount of insurance policies in force and rate of increase

Fiscal years ended March 31	2012		2011		2010	
	Amount	Rate of increase (decrease)	Amount	Rate of increase (decrease)	Amount	Rate of increase (decrease)
Individual insurance	¥162,385.4	(4.9)%	¥170,791.7	(5.4)%	¥180,524.2	(6.2)%
Mortality insurance	149,242.3	(4.3)	155,935.1	(4.8)	163,823.7	(5.6)
Life and mortality insurance	13,140.5	(11.5)	14,853.5	(11.0)	16,696.1	(11.5)
Pure endowment	2.6	(12.6)	3.0	(31.8)	4.4	(26.2)
Individual annuities	19,047.0	4.0	18,314.5	2.1	17,935.2	2.7
Group insurance	91,234.0	1.4	89,990.3	1.5	88,619.8	1.4
Group annuities	10,476.9	5.3	9,952.8	3.4	9,621.8	5.1
Workers' asset-formation insurance	323.0	0.8	320.5	0.5	318.8	(0.7)
Workers' asset-formation annuities	139.1	(2.9)	143.3	(2.8)	147.4	(2.7)
Medical life insurance	3.1	5.1	3.0	6.0	2.8	3.4
Disability income insurance	13.1	4.4	12.6	65.6	7.6	87.0

Notes: 1. Figures for individual annuities, group insurance (annuities rider), and workers' asset-formation annuities (excluding workers' asset-formation funding annuities) are the total of annuity resources at the start of annuity payments for policies prior to the start of annuity payments and policy reserves for policies after the start of annuity payments.  
 2. Figures for group annuities, workers' asset-formation insurance and workers' asset-formation annuities (workers' asset-formation funding annuities) are amounts for policy reserves.  
 3. Amounts for medical life insurance are daily amounts of hospitalization benefits.  
 4. Amounts for disability income insurance are monthly amounts of disability income insurance benefits.

## 17. Increase in New Policies

### 1. Number of new policies and rate of increase

Fiscal years ended March 31	2012		2011		2010	
	Policies	Rate of increase (decrease)	Policies	Rate of increase (decrease)	Policies	Rate of increase (decrease)
Individual insurance	650,620	11.9 %	581,619	(8.1)%	632,636	9.7 %
Mortality insurance	535,116	19.9	446,364	(6.1)	475,521	21.7
Life and mortality insurance	115,504	(14.6)	135,255	(13.9)	157,115	(15.6)
Pure endowment	—	—	—	—	—	—
Individual annuities	257,713	23.9	208,073	(10.2)	231,768	2.5
Group insurance	170,921	(19.6)	212,532	6.6	199,451	16.6
Group annuities	116,505	109.2	55,692	36.0	40,943	190.5
Workers' asset-formation insurance	5,710	(10.4)	6,370	(4.7)	6,686	(14.6)
Workers' asset-formation annuities	1,839	(1.0)	1,857	5.9	1,753	(5.3)
Medical life insurance	34,260	(34.7)	52,459	5,182.9	993	(62.7)
Disability income insurance	6,042	(78.3)	27,876	(32.5)	41,326	—

Notes: 1. Number of policies is the number of insured persons for group insurance, group annuities, workers' asset-formation insurance, workers' asset-formation annuities, medical life insurance, and disability income insurance.  
 2. Excludes converted policies.

## 17. Increase in New Policies, continued

### 2. Amount of new policies and rate of increase

Billions of Yen, %

Fiscal years ended March 31	2012		2011		2010	
	Amount	Rate of increase (decrease)	Amount	Rate of increase (decrease)	Amount	Rate of increase (decrease)
Individual insurance	¥7,513.3	4.8 %	¥7,168.8	(4.2)%	¥7,486.1	0.6%
Mortality insurance	6,759.3	7.8	6,267.7	(3.4)	6,491.2	5.6
Life and mortality insurance	754.0	(16.3)	901.1	(9.4)	994.8	(23.0)
Pure endowment	—	—	—	—	—	—
Individual annuities	1,672.7	30.4	1,282.4	(5.3)	1,354.3	0.2
Group insurance	1,072.1	55.8	687.9	21.5	566.4	(45.8)
Group annuities	1.9	33.6	1.4	(50.5)	2.9	163.0
Workers' asset-formation insurance	0.5	11.1	0.4	15.3	0.4	11.1
Workers' asset-formation annuities	0.0	(8.0)	0.0	16.6	0.0	(23.4)
Medical life insurance	0.1	46.9	0.1	2,079.5	0.0	(56.2)
Disability income insurance	0.9	(79.7)	4.6	(12.0)	5.2	—

Notes: 1. Figures for individual annuities and workers' asset-formation annuities (excluding workers' asset-formation funding annuities) are annuity resources at the start of annuity payments.  
2. Figures for group annuities, workers' asset-formation insurance, and workers' asset-formation annuities (workers' asset-formation funding annuities) represent the first premium revenues.  
3. Amounts for medical life insurance are daily amounts of hospitalization benefits.  
4. Amounts for disability income insurance are monthly amounts of disability income insurance benefits.  
5. Excludes converted policies.

## 18. Average Policy Coverage (Individual Insurance)

Thousands of Yen

Fiscal years ended March 31	Average policy coverage of new policies			Average policy coverage of policies in force		
	2012	2011	2010	2012	2011	2010
Mortality insurance	¥12,631	¥14,041	¥13,650	¥16,442	¥17,420	¥18,382
Life and mortality insurance	6,527	6,662	6,332	5,808	5,804	5,837
Pure endowment	—	—	—	15,423	5,568	1,390
<b>Average</b>	<b>¥11,547</b>	<b>¥12,325</b>	<b>¥11,833</b>	<b>¥14,320</b>	<b>¥14,837</b>	<b>¥15,330</b>

Note: Average policy coverage for new policies excludes converted policies.

## 19. Percentage of New Policies (Compared with Beginning of the Same Fiscal Year)

%

Fiscal years ended March 31	2012	2011	2010
Individual insurance	4.4%	4.0%	3.9%
Individual annuities	9.9	7.7	8.3
Group insurance	1.2	0.8	0.6

Notes: 1. Excludes converted policies.  
2. For individual annuities, the ratio of policies prior to start of annuity payments is provided.

## 20. Rate of Cancellation and Expiration (Compared with Beginning of the Same Fiscal Year)

%

Fiscal years ended March 31	2012	2011	2010
Individual insurance	6.4%	6.6%	7.2%
Individual annuities	3.6	3.7	3.8
Group insurance	1.1	0.9	0.4

Notes: 1. The rate of cancellation and expiration is adjusted for net cancellations and expirations with consideration for net increases or decreases in policies and policy reinstatements.  
2. For individual annuities, the percentage of policies prior to the start of annuity payments is provided.

## 21. Average New Policy Premium (Individual Insurance Policies with Monthly Payments)

Fiscal years ended March 31	Yen		
	2012	2011	2010
Average premium of new individual policies (monthly payment policies)	¥186,035	¥184,005	¥173,385

Notes: 1. Excludes converted policies.  
2. Policies with annualized monthly payments.

## 22. Mortality Rate (Primary Individual Insurance Policies)

Fiscal years ended March 31	%		
	2012	2011	2010
Number of policies	4.46%	4.06%	3.80%
Insurance amount	3.53	3.18	3.01

Notes: 1. Mortality rate is a rate that is calculated by having mortality incidence policies as the numerator and outstanding policies as the denominator.  
2. Outstanding policies are calculated by adding the policies at the start of the fiscal year, policies at the end of the fiscal year and mortality incidence policies, and then dividing the total by two.  
3. Mortality includes serious disability.

## 23. Incidence of Events Covered by Riders (Individual Insurance)

Fiscal years ended March 31	2012		2011		2010	
	Ratio of the number of policies	Ratio of the amount of claims on policies	Ratio of the number of policies	Ratio of the amount of claims on policies	Ratio of the number of policies	Ratio of the amount of claims on policies
Accidental death	0.422%	0.432%	0.255%	0.205%	0.186%	0.195%
Disability	0.303	0.116	0.266	0.095	0.268	0.098
Hospitalization due to accident	5.861	138.5	5.817	135.5	6.041	137.2
Hospitalization due to illness	61.584	1,100.8	59.988	1,056.5	59.396	1,029.6
Hospitalization due to adult disease	13.105	301.9	11.664	277.1	10.605	254.2
Surgery due to illness or injury	47.618		43.810		41.524	
Surgery due to adult disease	8.156		7.053		6.329	

Notes: 1. Incidence of the events covered by riders is a rate that is calculated by having incidence of events covered by riders as the numerator and outstanding policies as the denominator.  
2. Outstanding policies for accidental death insurance are calculated by adding the policies at the start of the fiscal year, policies at the end of the fiscal year and incidence of accidental death, and then dividing the total by two, and for policies other than accidental death insurance, by adding the policies at the start of the fiscal year and policies at the end of the fiscal year, and then dividing the total by two.  
3. Accidental death includes serious disability due to accident.

## 24. Percentage of Premium Earned of Insured Amount Classified by Grounds for Third-Sector Insurance Benefits or Type of Insurance

Fiscal years ended March 31	%		
	2012	2011	2010
Third-sector incidence rate	35.8%	34.3%	33.9%
Medical care	34.0	33.9	34.1
Cancer	38.3	36.3	36.1
Nursing care	19.7	17.5	17.8
Others	41.8	36.2	33.7

Note: The third-sector incidence rate is calculated by dividing the sum of payments for insured incidents (payments such as claims and benefits, matching provision for reserve for outstanding claims [excluding past unreported incidents as defined in Article 72 of the Ordinance for Enforcement of Insurance Business Act] and total business expenses related to such payments as claims and benefits) by earned premiums.

## 25. Percentage of Operating Expense (Operating Expenses as a Percentage of Premium Revenues)

Fiscal years ended March 31	%		
	2012	2011	2010
Operating efficiency (Operating expenses as a percentage of premium revenues)	10.7%	11.7%	11.9%

## 26. The Number of Major Insurance Companies That Accepted Reinsurance Agreements

Fiscal years ended March 31	Number of insurance companies		
	2012	2011	2010
The number of major insurance companies using reinsurance	11 [—]	12 [1]	14 [2]

Notes: 1. Covers insurance companies and others that have paid reinsurance.

2. Figures in parentheses indicate third-sector insurances paid (including only policies that stipulate no coverage by reserves in accordance with Article 71 of the Ordinance for Enforcement of the Insurance Business Act).

## 27. The Ratio of Reinsurance Premiums to Total Premiums Written by the Top Five Insurance Companies Using Reinsurance

Fiscal years ended March 31	%		
	2012	2011	2010
The ratio of reinsurance expenses paid to the top five insurance companies	87.3% [—]	89.3% [100.0]	88.4% [100.0]

Notes: 1. Covers insurance companies and others that have paid reinsurance.

2. Figures in parentheses indicate third-sector insurances paid (including only policies that stipulate no coverage by reserves in accordance with Article 71 of the Ordinance for Enforcement of the Insurance Business Act).

## 28. The Ratio of Insurance Companies Which Accepted Reinsurance Agreements by Ratings Assessed

Fiscal years ended March 31	2012		2011		2010	
Over A	98.2%	[—]	98.8%	[100.0]	73.3%	[100.0]
Over BBB and below A	1.6	[—]	1.1	[—]	26.5	[—]
Others (Below BBB or no rating)	0.2	[—]	0.2	[—]	0.2	[—]

Notes: 1. Data compiled by S&P was used to create the above table. In cases where no rating was available from S&P such insurance companies are classified as "Others."

2. Figures in parentheses indicate third-sector insurers (including only those whose policies stipulate no coverage by reserves in accordance with Article 71 of the Ordinance for Enforcement of the Insurance Business Act).

## 29. Unreceived Reinsurance Premiums

Fiscal years ended March 31	Millions of Yen		
	2012	2011	2010
Unreceived reinsurance premiums	¥75 [—]	¥123 [—]	¥97 [—]

Note: Figures in parentheses indicate amounts with regard to third-sector insurances (which includes only policies that stipulate no coverage by reserves in accordance with Article 71 of the Ordinance for Enforcement of the Insurance Business Act).

# ACCOUNTING INDICATORS

## 30. Reserve for Outstanding Claims

As of March 31		2012	2011	2010
Millions of Yen				
<b>Insurance claims</b>	Mortality insurance claims	¥ 79,658	¥ 112,298	¥ 87,246
	Accident insurance claims	2,799	10,835	2,666
	Serious disability insurance claims	16,561	18,719	24,705
	Maturity insurance amount	11,787	10,278	10,173
	Others	11	0	1
	<b>Subtotal</b>	<b>110,818</b>	<b>152,132</b>	<b>124,792</b>
<b>Annuities</b>		4,018	2,940	3,048
<b>Benefits</b>		38,048	39,628	41,258
<b>Surrender benefits</b>		47,114	46,845	46,557
<b>Deferred insurance amount</b>		6,195	6,507	6,579
<b>Total including other reserves</b>		<b>¥206,634</b>	<b>¥248,568</b>	<b>¥222,724</b>

## 31. Policy Reserves

As of March 31		2012	2011	2010
Millions of Yen				
<b>Policy reserves</b>	Individual Insurance	¥ 23,136,221	¥ 22,545,882	¥ 22,281,303
(Excluding contingency reserve)	[General Account]	[23,036,417]	[22,439,414]	[22,164,170]
	[Separate Account]	[99,803]	[106,467]	[117,132]
	Individual Annuities	9,547,779	9,274,676	8,734,187
	[General Account]	[9,403,832]	[9,118,442]	[8,559,397]
	[Separate Account]	[143,946]	[156,233]	[174,790]
	Group Insurance	47,683	46,246	44,892
	[General Account]	[47,683]	[46,246]	[44,892]
	[Separate Account]	[—]	[—]	[—]
	Group Annuities	10,476,956	9,952,833	9,621,896
	[General Account]	[9,606,363]	[8,965,446]	[8,523,773]
	[Separate Account]	[870,592]	[987,386]	[1,098,122]
	Other	463,785	465,503	467,650
	[General Account]	[463,785]	[465,503]	[467,650]
	[Separate Account]	[—]	[—]	[—]
	<b>Subtotal</b>	<b>43,672,424</b>	<b>42,285,140</b>	<b>41,149,929</b>
	[General Account]	[42,558,081]	[41,035,053]	[39,759,884]
	[Separate Account]	[1,114,342]	[1,250,087]	[1,390,045]
<b>Contingency reserve</b>		<b>775,654</b>	<b>821,755</b>	<b>864,445</b>
<b>Total</b>		<b>¥ 44,448,079</b>	<b>¥ 43,106,896</b>	<b>¥ 42,014,375</b>
	[General Account]	[43,333,736]	[41,856,809]	[40,624,329]
	[Separate Account]	[1,114,342]	[1,250,087]	[1,390,045]

## 32. Policy Reserve Balance

As of March 31		2012	2011	2010
Millions of Yen				
<b>Insurance reserve funds</b>		¥42,945,906	¥41,548,301	¥40,388,673
<b>Unearned premiums</b>		726,517	736,839	761,256
<b>Refund reserve</b>		—	—	—
<b>Contingency reserve</b>		775,654	821,755	864,445
<b>Total</b>		<b>¥44,448,079</b>	<b>¥43,106,896</b>	<b>¥42,014,375</b>

## 33. Policy Reserves for Individual Insurance and Annuities (by Policy Year)

### 1. Policy reserve valuation method and valuation ratio

As of March 31		2012	2011	2010
%				
<b>Valuation method</b>	Policies subject to the standard policy reserve	Net level premium method	Net level premium method	Net level premium method
	Policies not subject to the standard policy reserve	Net level premium method	Net level premium method	Net level premium method
<b>Valuation ratio</b> (excluding contingency reserve)		100.0%	100.0%	100.0%

Notes: 1. Individual insurance and annuities are subject to valuation method and ratio. Policy reserves for group insurance and annuities are not included in the above figures due to the absence of an accumulation method.

2. For valuation ratio, policies subject to the standard policy reserve represent the ratio in accordance with the method, which is prescribed by the Ordinance No. 48 issued by the Ministry of Finance in 1996.

Policies which are not subject to the standard policy reserve represent the ratio for the reserve calculated by the net level premium method and unearned premium.



### 33. Policy Reserves for Individual Insurance and Annuities (by Policy Year), continued

#### 2. Policy reserves (breakdown by policy year)

Policy year	Balance of policy reserves			Millions of Yen, %
	2012	2011	2010	Assumed interest rate
<b>As of March 31</b>				
-1980	¥ 124,556	¥ 140,008	¥ 366,886	2.75-5.00%
1981-1985	2,363,213	2,605,968	2,668,282	2.75-5.50
1986-1990	6,282,872	6,326,507	6,376,812	2.75-6.00
1991-1995	7,658,404	7,674,623	7,505,602	2.75-5.50
1996-2000	3,643,182	3,737,029	3,933,922	1.50-2.75
2001-2005	3,792,531	4,185,912	4,454,778	1.00-1.50
2006-2010	6,819,497	6,887,807	5,417,283	0.70-1.50
2011	1,755,990	—	—	0.85-1.50
<b>Total</b>	<b>¥32,440,249</b>	<b>¥31,557,857</b>	<b>¥30,723,568</b>	

Notes: 1. Balance of policy reserves shows policy reserves for individual insurance and individual annuities, excluding policy reserves for the separate account and contingency reserve.  
2. Assumed interest rate shows the main assumed interest rate on policy reserves for each policy year.

### 34. Policy Reserve Balance of the General Account Calculation Method and Integers Used as the Basis for Calculations Related to Insurance Policies with Separate Accounts that Guarantee a Minimum Amount of Insurance Benefits

#### 1. Policy reserve balance (general account)

As of March 31	Millions of Yen		
	2012	2011	2010
Policy reserve balance (general account)	¥2,031	¥2,886	¥2,121

Notes: 1. Applicable to insurance policies (policies applicable to standard policy reserves) as defined in Article 68 of the Ordinance for Enforcement of the Insurance Business Act.  
2. Policy reserve balance (general account) includes the premium reserve fund related to minimum guarantees.  
3. Applied to insurance policies executed following April 1, 2004.

#### 2. Calculation method and integers used as the basis for calculations

In terms of the calculation method, we use the standard method defined in Section 5, No. 1 of Ordinance No. 48 issued by the Ministry of Finance in 1996. Regarding the integers used as the basis for calculations (volatility), the Company uses 0.3% for short-term loans that have not been defined and the amount defined in Section 5, No. 1 (d) of the aforementioned bulletin in all other cases.

### 35. Confirmation of Reasonableness and Validity of Article 121, Paragraph 1, Item 1 of the Insurance Business Act (Limited to That Relating to Third-Sector Insurance)

#### 1. Method for assuring the appropriateness of the accumulation of policy reserves in the third sector

The stress test and liability adequacy test are conducted based on clear management regulations following risk management policies provided for by the Act, or by the Board of Directors. Necessary accumulated policy reserves are calculated appropriately.

In addition, a test—conducted by the Auditing Department, which is independent of the Accounting Department—ensures the appropriateness of the accumulation.

#### 2. Reasonableness and validity of established standards for risk frequency, etc., in the liability adequacy test and stress test

To provide for uncertainty regarding the worsening of the rate of incidence of insured events, the Company establishes a risk frequency that covers a range beyond what is normally forecasted or a normally forecasted range.

Specifically, this assumes that the future incidence of insured events follows a regular distribution based on the record of past insured events and the historical change of those past events, and that a level covering increased insurance premiums has been set at a uniform probability (99.0% and 97.7%).

#### 3. Results of the liability adequacy test and stress test (insurance reserve fund and contingency reserve)

As of March 31	Millions of Yen		
	2012	2011	2010
Insurance reserve fund	¥ —	¥ —	¥ —
Contingency reserve	3,784	3,918	3,700

## 36. Reserve for Dividends to Policyholders

Millions of Yen

	Individual insurance	Individual annuities	Group insurance	Group annuities	Workers' asset-formation insurance and annuities	Other insurance	Total
<b>Fiscal year ended March 31</b>				<b>2012</b>			
<b>Balance at the end of the previous fiscal year</b>	<b>¥1,097,015</b>	<b>¥ 22,251</b>	<b>¥ 2,728</b>	<b>¥ 7,969</b>	<b>¥ 6,731</b>	<b>¥ 7,632</b>	<b>¥1,144,330</b>
Transfer to reserve from surplus in the previous fiscal year	46,927	3,286	104,413	19,743	1,144	—	175,513
Increase in interest	26,630	431	7	0	17	0	27,087
Other increases	—	—	—	—	—	—	—
Policyholder dividends paid out during the fiscal year	102,313	2,055	98,493	20,609	928	2,194	226,595
Other decreases	—	—	—	—	—	—	—
<b>Balance at the end of the current fiscal year</b>	<b>¥1,068,259</b>	<b>¥ 23,914</b>	<b>¥ 8,655</b>	<b>¥ 7,103</b>	<b>¥ 6,965</b>	<b>¥ 5,438</b>	<b>¥1,120,336</b>
	[772,009]	[13,163]	[2,341]	[17]	[6,352]	[48]	[793,932]
<b>Fiscal year ended March 31</b>				<b>2011</b>			
<b>Balance at the end of the previous fiscal year</b>	<b>¥1,100,385</b>	<b>¥ 21,415</b>	<b>¥ 1,878</b>	<b>¥ 9,277</b>	<b>¥ 7,633</b>	<b>¥ 9,550</b>	<b>¥1,150,140</b>
Transfer to reserve from surplus in the previous fiscal year	79,465	2,307	97,672	19,744	—	—	199,189
Increase in interest	28,711	473	12	0	29	0	29,228
Other increases	—	—	—	—	—	—	—
Policyholder dividends paid out during the fiscal year	111,547	1,944	96,834	21,052	931	1,917	234,228
Other decreases	—	—	—	—	—	—	—
<b>Balance at the end of the current fiscal year</b>	<b>¥1,097,015</b>	<b>¥ 22,251</b>	<b>¥ 2,728</b>	<b>¥ 7,969</b>	<b>¥ 6,731</b>	<b>¥ 7,632</b>	<b>¥1,144,330</b>
	[804,313]	[13,357]	[2,467]	[38]	[6,161]	[51]	[826,390]
<b>Fiscal year ended March 31</b>				<b>2010</b>			
<b>Balance at the end of the previous fiscal year</b>	<b>¥1,162,207</b>	<b>¥ 20,721</b>	<b>¥ 4,135</b>	<b>¥ 9,407</b>	<b>¥ 7,418</b>	<b>¥11,500</b>	<b>¥1,215,391</b>
Transfer to reserve from surplus in the previous fiscal year	33,232	2,334	89,793	4,111	1,162	—	130,634
Increase in interest	30,608	509	10	0	31	0	31,160
Other increases	—	—	—	—	—	—	—
Policyholder dividends paid out during the fiscal year	125,663	2,149	92,061	4,241	977	1,950	227,044
Other decreases	—	—	—	—	—	—	—
<b>Balance at the end of the current fiscal year</b>	<b>¥1,100,385</b>	<b>¥ 21,415</b>	<b>¥ 1,878</b>	<b>¥ 9,277</b>	<b>¥ 7,633</b>	<b>¥ 9,550</b>	<b>¥1,150,140</b>
	[842,518]	[13,455]	[2,163]	[89]	[5,956]	[53]	[864,238]

Note: The numbers in brackets indicate accumulated dividends reserved.

## 37. Allowance for Doubtful Accounts and Other Reserves

Millions of Yen

As of March 31	2012		2011		2010	
	Amount	Increase/decrease	Amount	Increase/decrease	Amount	Increase/decrease
Allowance for doubtful accounts <sup>1</sup>	¥ 9,454	¥ (1,049)	¥ 10,504	¥ (976)	¥ 11,481	¥ (4,769)
General allowance for doubtful accounts						
Specific allowance for doubtful accounts	4,431	(8,549)	12,980	(144)	13,124	8,197
Allowance for specific overseas debt	—	—	—	—	—	—
Accrued bonuses for directors and corporate auditors <sup>2</sup>	53	(4)	57	1	56	(14)
Accrued retirement benefits <sup>3</sup>	437,421	(3,081)	440,503	(10,588)	451,091	12,142
Accrued retirement benefits for directors and corporate auditors <sup>4</sup>	4,564	(553)	5,118	(811)	5,929	(38)
Reserve for program points <sup>5</sup>	7,238	2,585	4,652	4,652	—	—
Accrued losses from supporting closely related companies <sup>6</sup>	397	(26)	424	(29)	453	(31)
Reserve for loss on disaster <sup>7</sup>	739	(1,086)	1,826	1,826	—	—
Reserve for price fluctuations in investments in securities <sup>8</sup>	333,710	(13,293)	347,003	(51,008)	398,011	25,998

\* Reasons for recording:

1. Allowance for doubtful accounts is recorded to cover bad-debt loss.
2. Allotted for executive bonus payments, and recorded accordingly.
3. Accrued retirement benefits are recorded to prepare for employee retirement benefit and pension payments.
4. Allotted for executive retirement bonus payments.
5. Reserve for program points is recorded to prepare for expenses from the use of points granted to policyholders.
6. Accrued losses from supporting closely related companies are recorded to cover losses related to reconstruction aid.
7. Reserve for loss on disaster is recorded to prepare for expenditures associated with disasters, such as expenditures for the repair of tangible fixed assets.
8. Reserve for price fluctuations in investments in securities is recorded based on the provisions of Article 115 of the Insurance Business Act.

## 38. Status of Allowance for Specific Overseas Debt

### 1. Allowance for specific overseas debt

No ending balance as of March 31, 2012, 2011 or 2010.

### 2. Balance of debt by creditor countries

No ending balance as of March 31, 2012, 2011 or 2010.

## 39. Insurance Premiums

### 1. Premiums by payment methods

		Millions of Yen		
Fiscal years ended March 31		2012	2011	2010
<b>Individual insurance</b>		<b>¥2,967,949</b>	<b>¥2,680,504</b>	<b>¥2,483,950</b>
	Lump-sum payment	1,060,517	709,898	436,696
	Annual payment	335,335	338,056	348,045
	Semiannual payment	11,801	12,903	14,451
	Monthly payment	1,560,294	1,619,646	1,684,757
<b>Individual annuities</b>		<b>545,321</b>	<b>532,617</b>	<b>695,954</b>
	Lump-sum payment	150,523	155,209	328,466
	Annual payment	88,822	82,061	78,895
	Semiannual payment	4,715	4,341	4,284
	Monthly payment	301,259	291,005	284,308
<b>Group insurance</b>		<b>256,273</b>	<b>251,808</b>	<b>251,896</b>
<b>Group annuities</b>		<b>1,540,043</b>	<b>1,372,042</b>	<b>1,324,865</b>
<b>Total including other premiums</b>		<b>¥5,367,387</b>	<b>¥4,895,562</b>	<b>¥4,816,612</b>

Note: Total including other premiums includes premium revenues from workers' asset-formation insurance, workers' asset-formation annuities, medical life insurance, disability income insurance and reinsurance assumed.

### 2. Premium revenues by fiscal year

		Millions of Yen, %		
Fiscal years ended March 31		2012	2011	2010
<b>Individual insurance</b>	Initial year premium	¥1,445,409	¥1,103,210	¥1,001,892
<b>Individual annuities</b>	Subsequent year premiums	2,067,861	2,109,912	2,178,012
	<b>Subtotal</b>	<b>3,513,271</b>	<b>3,213,122</b>	<b>3,179,905</b>
<b>Group insurance</b>	Initial year premium	2,649	1,824	2,467
	Subsequent year premiums	253,623	249,983	249,428
	<b>Subtotal</b>	<b>256,273</b>	<b>251,808</b>	<b>251,896</b>
<b>Group annuities</b>	Initial year premium	16,645	10,473	11,992
	Subsequent year premiums	1,523,398	1,361,568	1,312,872
	<b>Subtotal</b>	<b>1,540,043</b>	<b>1,372,042</b>	<b>1,324,865</b>
<b>Total including other premiums</b>	Initial year premium	1,468,216	1,118,995	1,019,507
	Subsequent year premiums	3,899,170	3,776,567	3,797,104
	<b>Total</b>	<b>5,367,387</b>	<b>4,895,562</b>	<b>4,816,612</b>
	<b>[Percent increase (decrease)]</b>	<b>[9.6%]</b>	<b>[1.6%]</b>	<b>[(4.3)%]</b>

Note: Total including other premiums includes premium revenues from workers' asset-formation insurance, workers' asset-formation annuities, medical life insurance, disability income insurance and reinsurance assumed.

## 40. Death and Other Claims

### 1. Amount

Millions of Yen

	Individual insurance	Individual annuities	Group insurance	Group annuities	Workers' asset-formation insurance and annuities	Medical life insurance	Disability income insurance	Reinsurance assumed	Total
<b>Fiscal year ended March 31 2012</b>									
Mortality	¥ 472,961	¥611	¥113,294	¥ —	¥ —	¥19	¥ 0	¥120	¥ 587,007
Accident	15,938	53	607	—	161	—	—	—	16,761
Serious disability	67,053	117	8,341	—	—	—	—	5	75,517
Maturity	460,835	38	225	23,444	3,539	—	—	—	488,083
Others	—	—	—	—	—	—	16	—	16
<b>Total</b>	<b>¥1,016,788</b>	<b>¥820</b>	<b>¥122,469</b>	<b>¥23,444</b>	<b>¥3,701</b>	<b>¥19</b>	<b>¥16</b>	<b>¥125</b>	<b>¥1,167,385</b>
<b>Fiscal year ended March 31 2011</b>									
Mortality	¥ 442,553	¥725	¥114,269	¥ —	¥ —	¥18	¥ 0	¥122	¥ 557,689
Accident	8,193	17	287	—	147	—	—	—	8,645
Serious disability	67,805	95	8,259	—	—	—	—	17	76,178
Maturity	465,744	45	140	22,947	3,659	—	—	—	492,537
Others	—	—	—	—	—	—	2	—	2
<b>Total</b>	<b>¥ 984,297</b>	<b>¥882</b>	<b>¥122,956</b>	<b>¥22,947</b>	<b>¥3,806</b>	<b>¥18</b>	<b>¥ 3</b>	<b>¥140</b>	<b>¥1,135,052</b>
<b>Fiscal year ended March 31 2010</b>									
Mortality	¥ 433,780	¥728	¥115,045	¥ —	¥ —	¥21	¥ 1	¥105	¥ 549,681
Accident	8,073	18	431	—	115	—	—	—	8,639
Serious disability	68,490	94	8,535	—	—	—	—	7	77,128
Maturity	501,730	64	181	32,703	3,702	—	—	—	538,382
Others	—	—	—	—	—	—	9	—	9
<b>Total</b>	<b>¥1,012,074</b>	<b>¥905</b>	<b>¥124,193</b>	<b>¥32,703</b>	<b>¥3,818</b>	<b>¥21</b>	<b>¥10</b>	<b>¥113</b>	<b>¥1,173,840</b>

### 2. Number of claims paid

Number of Claims

	Individual insurance	Individual annuities	Group insurance	Group annuities	Workers' asset-formation insurance and annuities	Medical life insurance	Disability income insurance	Reinsurance assumed	Total
<b>Fiscal year ended March 31 2012</b>									
Mortality	44,828	105	54,605	—	—	431	15	99	100,083
Accident	2,169	25	434	—	31	—	—	—	2,659
Serious disability	16,056	27	3,494	—	—	—	—	5	19,582
Maturity	144,508	993	44	7	4,194	—	—	—	149,746
Others	—	—	—	—	—	—	54	—	54
<b>Total</b>	<b>207,561</b>	<b>1,150</b>	<b>58,577</b>	<b>7</b>	<b>4,225</b>	<b>431</b>	<b>69</b>	<b>104</b>	<b>272,124</b>
<b>Fiscal year ended March 31 2011</b>									
Mortality	40,858	121	54,295	—	—	430	11	95	95,810
Accident	1,064	17	234	—	16	—	—	—	1,331
Serious disability	15,347	17	3,698	—	—	—	—	9	19,071
Maturity	150,003	1,157	21	5	4,791	—	—	—	155,977
Others	—	—	—	—	—	—	23	—	23
<b>Total</b>	<b>207,272</b>	<b>1,312</b>	<b>58,248</b>	<b>5</b>	<b>4,807</b>	<b>430</b>	<b>34</b>	<b>104</b>	<b>272,212</b>
<b>Fiscal year ended March 31 2010</b>									
Mortality	39,482	129	55,422	—	—	434	23	86	95,576
Accident	1,057	11	260	—	9	—	—	—	1,337
Serious disability	14,936	24	3,625	—	—	—	—	3	18,588
Maturity	167,401	1,498	57	8	5,190	—	—	—	174,154
Others	—	—	—	—	—	—	15	—	15
<b>Total</b>	<b>222,876</b>	<b>1,662</b>	<b>59,364</b>	<b>8</b>	<b>5,199</b>	<b>434</b>	<b>38</b>	<b>89</b>	<b>289,670</b>

## 40. Death and Other Claims, continued

### 3. Mortality insurance claims paid by age and cause of death

	Number of Claims Paid, %													
	Less than 20 years old		20-29 years old		30-39 years old		40-49 years old		50-59 years old		Over 60 years old		Total	
<b>Fiscal year ended March 31</b>	<b>2012</b>													
Tuberculosis	—	—%	—	—%	—	—%	2	0.1%	1	0.0%	55	0.2%	58	0.1%
Legally-designated contagious disease	—	—	2	0.5	12	1.2	22	0.8	54	1.0	441	1.3	531	1.2
Malignant neoplasm	10	8.3	24	6.6	197	19.8	876	32.2	2,471	45.7	15,482	46.3	19,060	44.3
Cerebrovascular disease	—	—	8	2.2	46	4.6	214	7.9	305	5.6	1,754	5.2	2,327	5.4
Heart disease	—	—	19	5.2	55	5.5	210	7.7	446	8.3	2,860	8.6	3,590	8.3
Pneumonia and bronchitis	1	0.8	3	0.8	7	0.7	37	1.4	115	2.1	3,391	10.1	3,554	8.3
Gastric and duodenal ulcers	—	—	—	—	—	—	—	—	3	0.1	35	0.1	38	0.1
Liver cirrhosis	—	—	1	0.3	10	1.0	81	3.0	179	3.3	697	2.1	968	2.2
Kidney inflammation and nephrosis	—	—	1	0.3	3	0.3	11	0.4	36	0.7	374	1.1	425	1.0
Accident	82	68.3	110	30.1	214	21.5	307	11.3	480	8.9	1,618	4.8	2,811	6.5
Suicide and self-inflicted injuries	17	14.2	145	39.6	295	29.6	508	18.7	454	8.4	730	2.2	2,149	5.0
Others	10	8.3	53	14.5	157	15.8	449	16.5	859	15.9	5,989	17.9	7,517	17.5
<b>Total</b>	<b>120</b>	<b>100.0</b>	<b>366</b>	<b>100.0</b>	<b>996</b>	<b>100.0</b>	<b>2,717</b>	<b>100.0</b>	<b>5,403</b>	<b>100.0</b>	<b>33,426</b>	<b>100.0</b>	<b>43,028</b>	<b>100.0</b>

Note: Applies to endowment insurance, endowment insurance with term rider Kurashi no Hoken, term life insurance, whole life insurance and whole life insurance with term rider.

## 41. Annuity Payments

	Millions of Yen, Number of Policies									
	Individual insurance	Individual annuities	Group insurance	Group annuities	Workers' asset-formation insurance and annuities	Medical life insurance	Disability income insurance	Reinsurance assumed	Total	
<b>Fiscal year ended March 31</b>	<b>2012</b>									
Annuities paid	¥67,219	¥265,937	¥ 2,289	¥ 304,414	¥ 9,505	¥—	¥—	¥ 6	¥ 649,373	
Number of policies	38,276	338,623	39,817	7,705,506	29,697	—	—	18	8,151,937	
<b>Fiscal year ended March 31</b>	<b>2011</b>									
Annuities paid	¥72,152	¥201,623	¥ 2,195	¥ 283,065	¥ 9,443	¥—	¥—	¥ 8	¥ 568,489	
Number of policies	39,371	300,395	40,693	7,360,343	29,146	—	—	19	7,769,967	
<b>Fiscal year ended March 31</b>	<b>2010</b>									
Annuities paid	¥80,814	¥183,775	¥ 2,172	¥ 264,339	¥ 9,174	¥—	¥—	¥ 9	¥ 540,285	
Number of policies	40,254	277,438	41,290	7,154,917	28,026	—	—	20	7,541,945	

## 42. Health and Other Benefits

### 1. Amount

Millions of Yen

	Individual insurance	Individual annuities	Group insurance	Group annuities	Workers' asset-formation insurance and annuities	Medical life insurance	Disability income insurance	Reinsurance assumed	Total
<b>Fiscal year ended March 31 2012</b>									
Hospitalization due to accident benefits	¥ 7,599	¥ 191	¥101	¥ —	¥ —	¥ 204	¥—	¥ 2	¥ 8,099
Hospitalization due to illness benefits	68,282	1,590	—	—	—	1,233	—	20	71,127
Disability benefits	3,445	18	72	—	2	—	—	—	3,538
Surgical benefits	49,285	1,362	—	—	—	1,294	—	9	51,952
Survival benefits	181,625	79	—	—	3,344	—	—	—	185,049
Death benefits	5,522	34,123	5	94	529	—	—	—	40,275
Group annuity single benefits	—	—	—	430,662	—	—	—	—	430,662
Other benefits	11	—	3	13,758	—	—	—	6	13,779
<b>Total</b>	<b>¥315,771</b>	<b>¥37,367</b>	<b>¥182</b>	<b>¥444,515</b>	<b>¥3,876</b>	<b>¥2,732</b>	<b>¥—</b>	<b>¥39</b>	<b>¥804,484</b>
<b>Fiscal year ended March 31 2011</b>									
Hospitalization due to accident benefits	¥ 7,618	¥ 187	¥114	¥ —	¥ —	¥ 204	¥—	¥ 0	¥ 8,125
Hospitalization due to illness benefits	66,559	1,577	—	—	—	1,178	—	7	69,322
Disability benefits	3,345	17	51	—	4	—	—	—	3,418
Surgical benefits	47,709	1,340	—	—	—	1,231	—	2	50,285
Survival benefits	190,186	235	—	—	3,993	—	—	—	194,415
Death benefits	5,137	32,001	6	104	646	—	—	—	37,895
Group annuity single benefits	—	—	—	454,404	—	—	—	—	454,404
Other benefits	3	—	6	12,617	—	—	—	2	12,629
<b>Total</b>	<b>¥320,559</b>	<b>¥35,360</b>	<b>¥178</b>	<b>¥467,126</b>	<b>¥4,644</b>	<b>¥2,613</b>	<b>¥—</b>	<b>¥13</b>	<b>¥830,497</b>
<b>Fiscal year ended March 31 2010</b>									
Hospitalization due to accident benefits	¥ 7,808	¥ 185	¥132	¥ —	¥ —	¥ 228	¥—	¥—	¥ 8,354
Hospitalization due to illness benefits	65,040	1,487	—	—	—	1,211	—	—	67,739
Disability benefits	3,529	10	78	—	—	—	—	—	3,618
Surgical benefits	46,795	1,314	—	—	—	1,159	—	—	49,268
Survival benefits	197,838	30	—	—	4,057	—	—	—	201,926
Death benefits	5,325	27,282	5	96	612	—	—	—	33,323
Group annuity single benefits	—	—	—	487,294	—	—	—	—	487,294
Other benefits	1	—	8	11,885	—	—	—	—	11,895
<b>Total</b>	<b>¥326,340</b>	<b>¥30,310</b>	<b>¥225</b>	<b>¥499,276</b>	<b>¥4,670</b>	<b>¥2,598</b>	<b>¥—</b>	<b>¥—</b>	<b>¥863,421</b>

## 42. Health and Other Benefits, continued

### 2. Number of policies

Number of Policies

	Individual insurance	Individual annuities	Group insurance	Group annuities	Workers' asset-formation insurance and annuities	Medical life insurance	Disability income insurance	Reinsurance assumed	Total
<b>Fiscal year ended March 31</b>									
<b>2012</b>									
Hospitalization due to accident benefits	67,199	2,061	3,645	—	—	12,197	—	105	85,207
Hospitalization due to illness benefits	732,489	24,233	—	—	—	17,976	—	1,223	775,921
Disability benefits	32,405	133	180	—	1	—	—	—	32,719
Surgical benefits	402,731	15,566	—	—	—	9,936	—	552	428,785
Survival benefits	556,090	587	—	—	1,567	—	—	—	558,244
Death benefits	5,048	6,821	459	—	279	—	—	—	12,607
Group annuity single benefits	—	—	—	894,322	—	—	—	—	894,322
Other benefits	22	—	315	10	—	—	—	557	904
<b>Total</b>	<b>1,795,984</b>	<b>49,401</b>	<b>4,599</b>	<b>894,332</b>	<b>1,847</b>	<b>40,109</b>	<b>—</b>	<b>2,437</b>	<b>2,788,709</b>
<b>Fiscal year ended March 31</b>									
<b>2011</b>									
Hospitalization due to accident benefits	67,039	1,878	3,815	—	—	12,586	—	35	85,353
Hospitalization due to illness benefits	713,979	23,060	—	—	—	17,706	—	427	755,172
Disability benefits	31,958	112	166	—	1	—	—	—	32,237
Surgical benefits	391,832	15,256	—	—	—	9,522	—	160	416,770
Survival benefits	564,482	1,793	—	—	1,810	—	—	—	568,085
Death benefits	4,602	6,310	493	—	270	—	—	—	11,675
Group annuity single benefits	—	—	—	962,446	—	—	—	—	962,446
Other benefits	6	—	434	10	—	—	—	184	634
<b>Total</b>	<b>1,773,898</b>	<b>48,409</b>	<b>4,908</b>	<b>962,456</b>	<b>2,081</b>	<b>39,814</b>	<b>—</b>	<b>806</b>	<b>2,832,372</b>
<b>Fiscal year ended March 31</b>									
<b>2010</b>									
Hospitalization due to accident benefits	69,492	1,815	3,979	—	—	13,381	—	—	88,667
Hospitalization due to illness benefits	703,407	21,032	—	—	—	18,050	—	—	742,489
Disability benefits	33,727	99	176	—	—	—	—	—	34,002
Surgical benefits	388,436	14,851	—	—	—	9,105	—	—	412,392
Survival benefits	588,738	233	—	—	1,953	—	—	—	590,924
Death benefits	4,627	5,591	470	—	302	—	—	—	10,990
Group annuity single benefits	—	—	—	975,627	—	—	—	—	975,627
Other benefits	5	—	851	11	—	—	—	—	867
<b>Total</b>	<b>1,788,432</b>	<b>43,621</b>	<b>5,476</b>	<b>975,638</b>	<b>2,255</b>	<b>40,536</b>	<b>—</b>	<b>—</b>	<b>2,855,958</b>

## 43. Surrender Benefits

Millions of Yen

	Individual insurance	Individual annuities	Group insurance	Group annuities	Workers' asset-formation insurance and annuities	Medical life insurance	Disability income insurance	Reinsurance assumed	Total
<b>Fiscal years ended March 31</b>									
<b>2012</b>	¥662,065	¥156,132	¥—	¥154,759	¥38,247	¥—	¥—	¥—	<b>¥1,011,204</b>
<b>2011</b>	696,006	160,067	—	119,529	39,229	—	—	—	<b>¥1,014,833</b>
<b>2010</b>	748,904	150,643	3	115,336	44,759	—	—	—	<b>¥1,059,647</b>

## 44. Depreciation

					Millions of Yen, %
	Acquisition cost	Current year depreciation	Accumulated depreciation	Balance as of March 31	Accumulated depreciation percentage
<b>Fiscal year ended March 31</b>			<b>2012</b>		
Tangible fixed assets	¥606,258	¥21,562	¥408,877	¥197,381	67.4%
Buildings	525,138	14,313	350,364	174,774	66.7
Lease assets	8,075	2,417	4,878	3,197	60.4
Other tangible fixed assets	73,044	4,831	53,634	19,410	73.4
Intangible fixed assets	200,966	28,042	90,739	110,227	45.2
Others	9,296	906	6,163	3,132	66.3
<b>Total</b>	<b>¥816,522</b>	<b>¥50,511</b>	<b>¥505,780</b>	<b>¥310,742</b>	<b>61.9%</b>
<b>Fiscal year ended March 31</b>			<b>2011</b>		
Tangible fixed assets	¥618,128	¥20,051	¥424,865	¥193,262	68.7%
Buildings	542,898	13,294	367,246	175,651	67.6
Lease assets	7,118	2,145	2,474	4,643	34.8
Other tangible fixed assets	68,111	4,611	55,144	12,966	81.0
Intangible fixed assets	149,381	27,122	76,651	72,729	51.3
Others	8,639	861	5,542	3,097	64.2
<b>Total</b>	<b>¥776,149</b>	<b>¥48,035</b>	<b>¥507,060</b>	<b>¥269,089</b>	<b>65.3%</b>
<b>Fiscal year ended March 31</b>			<b>2010</b>		
Tangible fixed assets	¥597,042	¥19,235	¥406,875	¥190,166	68.1%
Buildings	521,293	12,635	349,707	171,585	67.1
Lease assets	3,242	251	325	2,917	10.0
Other tangible fixed assets	72,506	6,348	56,842	15,664	78.4
Intangible fixed assets	147,079	23,868	72,697	74,381	49.4
Others	12,834	990	7,644	5,190	59.6
<b>Total</b>	<b>¥756,956</b>	<b>¥44,094</b>	<b>¥487,217</b>	<b>¥269,738</b>	<b>64.4%</b>

## 45. Operating Expenses

				Millions of Yen
<b>Fiscal years ended March 31</b>	<b>2012</b>	<b>2011</b>	<b>2010</b>	
Marketing operations	¥230,188	¥227,680	¥228,385	
Marketing administration	82,843	81,142	84,846	
General and administrative expenses	259,033	265,066	260,401	
<b>Total</b>	<b>¥572,065</b>	<b>¥573,889</b>	<b>¥573,633</b>	

Notes: 1. Marketing operations and marketing administration include expenditures for underwriting new policies. Marketing operations primarily include expenses related to new policy solicitation and assessment. Marketing administration primarily includes expenses related to advertising and the sales force.

2. General and administrative expenses include expenditures for managing policies with insurance handling systems and for investment.

3. Nippon Life's contributions to the Life Insurance Policyholders Protection Corporation of Japan, as is stipulated in Article 265-33, Paragraph 1 of the Insurance Business Act, were ¥7,379 million in the fiscal year ended March 31, 2012, ¥8,591 million in the fiscal year ended March 31, 2011 and ¥8,675 million in the fiscal year ended March 31, 2010.

## 46. Loans by Due Date

								Millions of Yen
	1 year or under	Over 1 year under 3 years	Over 3 years under 5 years	Over 5 years under 7 years	Over 7 years under 10 years	Over 10 years	No fixed maturity	Total
<b>As of March 31</b>			<b>2012</b>					
Loans payable	¥ 6	¥10	¥ 7	¥ 3	¥ 3	¥ 0	¥—	¥ 32
Cash received as collateral under securities lending transactions	935,584	—	—	—	—	—	—	935,584
<b>As of March 31</b>			<b>2011</b>					
Loans payable	¥ 8	¥12	¥ 9	¥ 5	¥ 4	¥ 1	¥—	¥ 41
Cash received as collateral under securities lending transactions	1,297,252	—	—	—	—	—	—	1,297,252
<b>As of March 31</b>			<b>2010</b>					
Loans payable	¥ 9	¥15	¥11	¥ 7	¥ 4	¥ 2	¥—	¥ 52
Cash received as collateral under securities lending transactions	1,025,057	—	—	—	—	—	—	1,025,057



## 47. Tax Expenses

Fiscal years ended March 31		2012	2011	2010
<b>National tax</b>		<b>¥20,221</b>	<b>¥18,882</b>	<b>¥19,578</b>
	Consumption tax	14,313	13,525	14,228
	Special local corporate tax	5,435	4,962	4,897
	Documentary stamp tax	409	391	442
	Registration and license tax	7	0	0
	Other national tax	55	2	9
<b>Local tax</b>		<b>17,170</b>	<b>16,090</b>	<b>15,984</b>
	Local consumption tax	3,578	3,380	3,557
	Corporate enterprise tax	7,012	6,277	6,214
	Fixed asset tax	5,573	5,494	5,158
	Real-estate acquisition tax	81	65	174
	Corporate income tax	913	865	871
	Automobile tax	6	3	3
	Other local tax	4	4	4
<b>Total</b>		<b>¥37,392</b>	<b>¥34,972</b>	<b>¥35,562</b>

## 48. Lease Transactions

### Lease Transactions (lessee side)

(1) Non-ownership transfer lease transactions that have been recorded based on normal lease transaction methods

① Pro forma information relating to acquisition cost, accumulated depreciation, and book value of leased assets as of fiscal year-end

As of March 31		2012	2011	2010
Acquisition cost	Tangible fixed assets	¥1,536	¥1,485	¥1,497
	<b>Total</b>	<b>¥1,536</b>	<b>¥1,485</b>	<b>¥1,497</b>
Accumulated depreciation	Tangible fixed assets	¥1,372	¥1,098	¥ 821
	<b>Total</b>	<b>¥1,372</b>	<b>¥1,098</b>	<b>¥ 821</b>
Year-end balance of leased properties	Tangible fixed assets	¥ 127	¥ 386	¥ 675
	<b>Total</b>	<b>¥ 127</b>	<b>¥ 386</b>	<b>¥ 675</b>

② Future minimum lease payments year-end balance

Fiscal years ended March 31		2012	2011	2010
Future minimum lease payments year-end balance	One year and under	¥114	¥238	¥294
	Over one year	—	111	350
	<b>Total</b>	<b>¥114</b>	<b>¥350</b>	<b>¥644</b>

Note: The fiscal year-end balance of future minimum lease payments is calculated using methods that do not deduct interest amounts.

③ Lease fees paid and depreciation

Fiscal years ended March 31		2012	2011	2010
Lease fees paid		¥247	¥294	¥297
Depreciation		272	288	290

④ Calculation method for depreciation

The straight-line method is applied.

\* Until the fiscal year ended March 31, 2008, non-ownership transfer lease transactions were recorded in accordance with normal lease transaction methods; however, from the fiscal year ended March 31, 2009, lease assets beginning on or after April 1, 2008 are recorded in accordance with sales transaction methods.

## 48. Lease Transactions, continued

### Lease Transactions (lessee side), continued

#### (2) Operating lease contracts

Fiscal year ended March 31		2012	2011	2010
Future minimum lease payments year-end balance	One year and under	¥203	¥239	¥239
	Over one year	—	203	443
	<b>Total</b>	<b>¥203</b>	<b>¥443</b>	<b>¥683</b>

Millions of Yen

### Lease transactions (lessor side)

#### (1) Operating lease contracts

Fiscal year ended March 31		2012	2011	2010
Future minimum lease payments year-end balance	One year and under	¥ 7,000	¥ 7,593	¥ 7,803
	Over one year	15,266	18,592	16,632
	<b>Total</b>	<b>¥22,267</b>	<b>¥26,186</b>	<b>¥24,435</b>

Millions of Yen

## INDICATORS RELATED TO INVESTMENT (GENERAL ACCOUNT)

### 49. Overview of the Fiscal Year Ended March 31, 2012 Investment (General Account)

#### ① Investment environment

In the fiscal year ended March 31, 2012, although some aspects of the Japanese economy experienced a slowdown in the first half due to the impact of the Great East Japan Earthquake, the economy recovered rapidly after this due to progress in rebuilding supply chains. Towards the end of the year, a decline in exports and other factors caused the economy to decelerate. Towards the end of the fiscal year, however, there was an upturn thanks to the effects of government policies such as subsidies on environmentally friendly vehicles and demand driven by reconstruction.

- Although there were positive aspects for the Nikkei Stock Average including a recovery to the ¥10,000 level on the back of heightened expectations of a quick recovery from the earthquake, from the summer onwards, such factors as a recurrence of the sovereign debt problem in the eurozone and the ongoing appreciation of the yen caused the market to continue to slump, with the Nikkei Stock Average falling temporarily below the ¥8,500 level. After the turn of the year, the effects of monetary easing in the eurozone and other areas and expectations of a recovery in the US economy caused the Nikkei Stock Average to rebound substantially, bringing it to the ¥10,083 at the end of March.
- Having started at 1.25%, the yield rate on 10-year government bonds declined to 1.03% at the end of the first half of the fiscal year, primarily because of the worsening of the sovereign debt problem in the eurozone. Following that, a more hawkish attitude to monetary easing among the Central Banks of Japan, the US and the eurozone helped cause long-term interest rates to trend flatly, and the yield rate was 0.99% at the end of March.
- Regarding the foreign exchange rate of the yen against the US dollar, the yen appreciated to a record high of ¥75 per the US dollar in October against the background of a decline in expectations of recovery in the US economy and the debt problem in the eurozone. Despite this, intervention by the government and the Bank of Japan, in which they bought the US dollars and sold yen, caused a lull in the yen's appreciation. In

March, the yen depreciated rapidly against the dollar due to such factors as speculation that Japan's trade deficit would expand and take root and additional monetary easing by the Bank of Japan, reaching ¥82.19 per the US dollar at the end of March.

Regarding the foreign exchange rate of the yen against the euro, the yen appreciated from the start of the fiscal year to the second half of the fiscal year because of concerns that the deepening of the eurozone debt problem would develop into a financial crisis. Following that, liquidity supply by the ECB and agreement regarding additional assistance for Greece helped the yen to depreciate against the euro, with the exchange rate reaching ¥109.80 per euro at the end of March.

#### ② Investment policy

Nippon Life creates portfolios that serve as core medium- to long-term investments, based on its Asset/Liability Management (ALM) approach of appropriately controlling assets and liabilities.

Specifically, to supply the stable long-term yields promised to policyholders, the Company has positioned public and corporate bonds and loans that the Company expects to provide stable Japanese yen-denominated revenue as its primary assets. Furthermore, the Company is working to improve medium- to long-term revenues and is investing in domestic and foreign securities through a process of controlling risk while taking into account management stability with a view to returning profits to policyholders through dividend payouts.

#### ③ Overview of investment results

In the fiscal year ended March 31, 2012, the Company has positioned yen-denominated assets that can be expected to provide stable income, such as bonds and loans, as its core asset. From the perspective of improving profits in the mid-to-long term, the Company invested in assets such as stocks and foreign securities within the scope of acceptable risk while taking into account business stability.

## 49. Overview of the Fiscal Year Ended March 31, 2012 Investment (General Account), continued

### ③ Overview of investment results, continued

#### Domestic bonds

The Company invested in bonds as sound assets that provide stable interest revenue. Selecting the timing of relatively high interest rates through the fiscal year, the Company replaced low-yield bonds with high-yield long-term bonds, etc., and added such long-term bonds to the portfolio.

#### Domestic stocks

The Company implemented replacements of issues while focusing its attention on the overall state of returns to investors including corporate profitability and dividends from the point of view of investing for the medium- to long-term, with the goal of increasing portfolio profitability.

#### Foreign securities

Regarding foreign securities, the Company invested in foreign currency-denominated bonds based on currency movements. Also, the Company increased the balance of foreign bonds that hedge risk of exchange rate fluctuation because the difference in domestic and overseas interest rates remained small with a low level of exchange rate hedge cost.

#### Loans

The Company focused on safe and stable prime lendings by appropriately assessing credit risks.

#### Real estate

The Company worked to secure profitability through strengthening the competitive edge of its buildings by decreasing vacancy rates and renovating pre-existing properties, among others.

		Billions of Yen, %		
As of March 31		2012	Increase (decrease)*	Breakdown
<b>General Account</b>		<b>¥49,862.7</b>	<b>¥1,069.3</b>	<b>100.0%</b>
Domestic bonds		19,126.9	1,273.9	38.4
Domestic stocks		5,836.9	(130.8)	11.7
Foreign securities		11,268.8	605.9	22.6
Loans		8,721.6	(21.7)	17.5
Real estate		1,727.0	(21.8)	3.5

\* Indicates asset increase/decrease when the market price valuation of available-for-sale securities is not conducted.

## 50. Portfolio Trends (General Account)

### 1. Asset structure

		Millions of Yen, %				
As of March 31		2012		2011		2010
Cash, deposits and call loans	¥ 591,447	1.2%	¥ 705,369	1.5%	¥ 681,899	
Receivables under resale agreements	—	—	—	—	—	
Receivables under securities borrowing transactions	211,928	0.4	392,526	0.8	151,689	
Monetary receivables purchased	883,070	1.8	1,021,145	2.1	1,152,229	
Proprietary trading securities	—	—	—	—	—	
Assets held in trust	—	—	—	—	10,670	
Investments in securities	36,480,884	73.2	34,492,095	71.1	33,628,853	
Domestic bonds	19,126,950	38.4	17,839,318	36.8	17,405,488	
Domestic stocks	5,836,957	11.7	6,210,867	12.8	6,850,014	
Foreign securities	11,268,871	22.6	10,109,417	20.8	9,050,439	
Foreign bonds	8,590,281	17.2	7,737,585	15.9	6,726,605	
Foreign stocks and other securities	2,678,590	5.4	2,371,831	4.9	2,323,833	
Other securities	248,105	0.5	332,492	0.7	322,911	
Loans	8,721,609	17.5	8,743,389	18.0	8,770,808	
Policy loans	896,347	1.8	965,794	2.0	1,025,658	
Industrial and consumer loans	7,825,262	15.7	7,777,595	16.0	7,745,149	
Real estate	1,727,034	3.5	1,748,930	3.6	1,769,593	
Investment property	1,083,307	2.2	1,105,738	2.3	1,123,204	
Deferred tax assets	466,934	0.9	742,040	1.5	435,027	
Other assets	793,702	1.6	692,783	1.4	658,926	
Allowance for doubtful accounts	(13,885)	(0.0)	(23,484)	(0.0)	(24,606)	
<b>Total</b>	<b>¥49,862,727</b>	<b>100.0%</b>	<b>¥48,514,795</b>	<b>100.0%</b>	<b>¥47,235,092</b>	
Foreign currency-denominated assets	¥ 9,362,147	18.8%	¥ 8,454,919	17.4%	¥ 7,542,832	

Notes: 1. The above assets include cash received as collateral under securities lending transactions. Cash collateral received through these transactions is recorded in liabilities. (As of March 31, 2012: ¥935,584 million; March 31, 2011: ¥1,297,252 million; and March 31, 2010: ¥1,025,057 million)

2. Real estate is the sum of land, buildings, and construction in progress.

## 50. Portfolio Trends (General Account), continued

### 2. Increases/decreases in assets

		Millions of Yen		
Fiscal years ended March 31	2012	2011	2010	
Cash, deposits and call loans	¥ (113,921)	¥ 23,470	¥ (25,175)	
Receivables under resale agreements	—	—	—	
Receivables under securities borrowing transactions	(180,597)	240,836	151,689	
Monetary receivables purchased	(138,074)	(131,084)	(8,158)	
Proprietary trading securities	—	—	—	
Assets held in trust	—	(10,670)	(103,967)	
Investments in securities	1,988,789	863,241	3,529,224	
Domestic bonds	1,287,631	433,829	486,903	
Domestic stocks	(373,910)	(639,147)	1,319,279	
Foreign securities	1,159,454	1,058,977	1,702,117	
Foreign bonds	852,695	1,010,979	1,053,858	
Foreign stocks and other securities	306,758	47,998	648,258	
Other securities	(84,386)	9,581	20,924	
Loans	(21,780)	(27,418)	(362,623)	
Policy loans	(69,447)	(59,864)	(61,830)	
Industrial and consumer loans	47,667	32,445	(300,793)	
Real estate	(21,896)	(20,662)	118,312	
Investment property	(22,431)	(17,465)	103,687	
Deferred tax assets	(275,105)	307,013	(491,862)	
Other assets	100,919	33,856	(23,244)	
Allowance for doubtful accounts	9,598	1,121	(3,427)	
<b>Total</b>	<b>¥1,347,932</b>	<b>¥1,279,703</b>	<b>¥2,780,767</b>	
Foreign currency-denominated assets	¥ 907,227	¥ 912,086	¥1,374,410	

Notes: 1. Increases/decreases in cash received as collateral under securities lending transactions are as follows:

Fiscal year ended March 31, 2012: ¥361,667 million decrease

Fiscal year ended March 31, 2011: ¥272,194 million increase

Fiscal year ended March 31, 2010: ¥574,562 million increase

2. Real estate is the sum of land, buildings, and construction in progress.

## 51. Average Balance and Yield on Primary Assets (General Account)

		Millions of Yen, %					
Fiscal years ended March 31	2012		2011		2010		
	Average balance	Yield	Average balance	Yield	Average balance	Yield	
Cash, deposits and call loans	¥ 389,418	0.08%	¥ 399,773	0.10%	¥ 473,772	0.13%	
Receivables under resale agreements	—	—	—	—	—	—	
Receivables under securities borrowing transactions	234,369	0.10	227,811	0.11	151,156	0.12	
Monetary receivables purchased	948,737	2.23	1,112,652	1.59	1,165,920	2.12	
Proprietary trading securities	—	—	—	—	—	—	
Assets held in trust	—	—	8,214	(7.37)	112,191	24.88	
Investments in securities	34,064,626	2.61	32,604,841	2.34	30,770,436	2.27	
Domestic bonds	18,582,792	2.21	17,384,110	2.14	17,084,751	2.05	
Domestic stocks	4,969,410	3.08	5,125,489	2.96	5,050,108	3.96	
Foreign securities	10,209,985	3.24	9,743,937	2.47	8,300,513	1.84	
Foreign bonds	7,833,520	3.23	7,523,747	2.94	6,284,162	2.11	
Foreign stocks and other securities	2,376,465	3.27	2,220,189	0.87	2,016,351	0.98	
Loans	8,791,648	2.12	8,692,462	2.15	8,948,122	2.12	
Industrial and consumer loans	7,862,267	1.80	7,700,028	1.8	7,896,190	1.75	
Real estate	1,743,670	2.30	1,768,114	2.6	1,757,090	3.01	
Investment property	1,102,098	3.59	¥ 1,117,682	4.05	1,118,649	4.65	
<b>General account total</b>	<b>¥47,844,161</b>	<b>2.15%</b>	<b>¥46,477,421</b>	<b>2.23%</b>	<b>¥44,946,270</b>	<b>2.36%</b>	
Overseas investments	¥10,604,010	3.19%	¥10,205,107	2.43%	¥ 8,797,201	2.14%	

Notes: 1. Yields are calculated by dividing investment income less investment expenses by the daily average book value balance.

2. The amount of overseas investment is the sum of assets denominated in foreign currencies and Japanese yen.

3. Real estate is the sum of land, buildings, and construction in progress.

## 52. Investment Income (General Account)

Millions of Yen			
Fiscal years ended March 31	2012	2011	2010
Interest, dividends, and other income	¥1,198,148	¥1,204,606	¥1,119,518
Gain on proprietary trading securities	—	—	—
Gain on assets held in trust, net	16	—	27,911
Gain on sales of securities	233,923	330,845	185,497
Gain on redemptions of securities	239	2,120	1,226
Gain on derivative financial instruments, net	—	—	19,659
Foreign exchange gains, net	—	—	—
Reversal of allowance for doubtful accounts	5,964	—	—
Other investment income	2,995	826	1,189
<b>Total</b>	<b>¥1,441,288</b>	<b>¥1,538,398</b>	<b>¥1,355,002</b>

## 53. Investment Expenses (General Account)

Millions of Yen			
Fiscal years ended March 31	2012	2011	2010
Interest expenses	¥ 2,658	¥ 2,839	¥ 2,137
Loss on proprietary trading securities	—	—	—
Loss on assets held in trust, net	—	605	—
Loss on sales of securities	154,062	253,082	123,658
Loss on valuation of securities	29,364	140,243	81,808
Loss on redemptions of securities	16,265	16,191	12,580
Loss on derivative financial instruments, net	157,980	27,178	—
Foreign exchange losses, net	6,282	7,619	12,876
Provision for allowance for doubtful accounts	—	—	13,377
Write-off of loans	3	0	153
Depreciation of rental real estate and other assets	25,848	26,045	26,405
Other investment expenses	21,993	27,296	23,079
<b>Total</b>	<b>¥414,459</b>	<b>¥501,102</b>	<b>¥296,078</b>

Note: From the fiscal year ended March 31, 2012, reversal of allowance for doubtful accounts is included in investment income. For the fiscal year ended March 31, 2011, reversal of allowance for doubtful accounts was presented under extraordinary gains and not shown above.

## 54. Interest, Dividends, and Other Income (General Account)

Millions of Yen			
Fiscal years ended March 31	2012	2011	2010
Interest on deposits and savings	¥ 285	¥ 314	¥ 510
Interest/dividends on securities	904,267	899,194	797,883
Interest on bonds	367,837	344,077	333,694
Domestic stock dividends	137,826	136,977	118,941
Interest/dividends on foreign securities	395,043	417,674	343,674
Interest on loans	185,293	187,415	194,283
Real estate rental income	85,868	92,155	100,067
<b>Total including other income</b>	<b>¥1,198,148</b>	<b>¥1,204,606</b>	<b>¥1,119,518</b>

## 55. Analysis of Interest, Dividends, and Other Income (General Account)

Millions of Yen

Fiscal years ended March 31	2012			2011			2010		
	Change in asset allocation balance	Increase (decrease) from interest variance	Total increase (decrease)	Change in asset allocation balance	Increase (decrease) from interest variance	Total increase (decrease)	Change in asset allocation balance	Increase (decrease) from interest variance	Total increase (decrease)
<b>Interest, dividends, and other income</b>	<b>¥35,423</b>	<b>¥(41,880)</b>	<b>¥(6,457)</b>	<b>¥38,137</b>	<b>¥46,950</b>	<b>¥85,088</b>	<b>¥21,745</b>	<b>¥(50,720)</b>	<b>¥(28,975)</b>
Cash equivalents and call loans	(10)	(21)	(31)	(96)	(124)	(220)	(399)	(1,479)	(1,878)
Securities	40,258	(35,185)	5,072	47,566	53,744	101,310	36,946	(52,474)	(15,528)
Loans	2,138	(4,260)	(2,121)	(5,550)	(1,317)	(6,868)	(8,540)	3,957	(4,582)
Real estate	(1,274)	(5,013)	(6,287)	627	(8,539)	(7,912)	6,297	(9,684)	(3,387)

## 56. Gain on Sales of Securities (General Account)

Millions of Yen

Fiscal years ended March 31	2012	2011	2010
Domestic bonds	¥ 43,709	¥ 35,190	¥ 17,010
Domestic stocks and other securities	68,433	149,815	102,209
Foreign securities	121,780	145,839	66,277
<b>Total including other gains on sales of securities</b>	<b>¥233,923</b>	<b>¥330,845</b>	<b>¥185,497</b>

## 57. Loss on Sales of Securities (General Account)

Millions of Yen

Fiscal years ended March 31	2012	2011	2010
Domestic bonds	¥ 138	¥ 7,148	¥ 1,306
Domestic stocks and other securities	34,992	18,628	19,258
Foreign securities	118,926	227,306	103,093
<b>Total including other losses on sales of securities</b>	<b>¥154,062</b>	<b>¥253,082</b>	<b>¥123,658</b>

## 58. Loss on Valuation of Securities (General Account)

Millions of Yen

Fiscal years ended March 31	2012	2011	2010
Domestic bonds	¥ —	¥ —	¥ —
Domestic stocks and other securities	26,206	119,372	4,809
Foreign securities	2,702	20,335	75,857
<b>Total including other losses on valuation of securities</b>	<b>¥29,364</b>	<b>¥140,243</b>	<b>¥81,808</b>

## 59. Securities Composition (General Account)

Millions of Yen, %

As of March 31	2012		2011		2010
Domestic bonds	¥19,126,950	52.4%	¥17,839,318	51.7%	¥17,405,488
National government bonds	14,403,602	39.5	13,041,407	37.8	12,176,511
Local government bonds	1,579,157	4.3	1,641,609	4.8	1,746,085
Corporate bonds	3,144,190	8.6	3,156,301	9.2	3,482,891
Public entity bonds	1,605,731	4.4	1,566,428	4.5	1,790,648
Domestic stocks	5,836,957	16.0	6,210,867	18.0	6,850,014
Foreign securities	11,268,871	30.9	10,109,417	29.3	9,050,439
Foreign bonds	8,590,281	23.5	7,737,585	22.4	6,726,605
Foreign stocks and other securities	2,678,590	7.3	2,371,831	6.9	2,323,833
Other securities	248,105	0.7	332,492	1.0	322,911
<b>Total</b>	<b>¥36,480,884</b>	<b>100.0%</b>	<b>¥34,492,095</b>	<b>100.0%</b>	<b>¥33,628,853</b>
Subordinated bonds	15,949	0.0%	¥ 15,955	0.0%	¥ 15,844

## 60. Securities by Maturity Date (General Account)

Millions of Yen

	1 year or under	Over 1 year through 3 years	Over 3 years through 5 years	Over 5 years through 7 years	Over 7 years through 10 years	Over 10 years	No fixed maturity	Total
<b>As of March 31</b>								
<b>2012</b>								
Investments in securities	¥ 467,489	¥1,550,918	¥2,887,049	¥1,996,163	¥3,084,785	¥19,290,491	¥7,203,986	<b>¥36,480,884</b>
Domestic bonds								
National government bonds	184,713	387,443	1,165,878	576,361	1,045,050	11,044,155	—	<b>14,403,602</b>
Local government bonds	86,605	230,908	522,068	221,023	176,353	342,197	—	<b>1,579,157</b>
Corporate bonds	101,598	512,426	590,568	460,585	141,673	1,337,338	—	<b>3,144,190</b>
Domestic stocks							5,836,957	<b>5,836,957</b>
Foreign securities	85,258	413,655	599,556	704,127	1,654,312	6,566,800	1,245,160	<b>11,268,871</b>
Foreign bonds	77,006	409,579	599,539	685,659	1,590,918	5,227,577	—	<b>8,590,281</b>
Foreign stocks and other securities	8,251	4,076	16	18,468	63,394	1,339,222	1,245,160	<b>2,678,590</b>
Other securities	9,312	6,484	8,978	34,065	67,395	—	121,868	<b>248,105</b>
Monetary receivable purchased	80,688	1,011	10,456	14,508	44,092	732,314	—	<b>883,070</b>
Negotiable certificates of deposit	250,997	—	—	—	—	—	—	<b>250,997</b>
<b>Total</b>	<b>¥ 799,175</b>	<b>¥1,551,930</b>	<b>¥2,897,506</b>	<b>¥2,010,672</b>	<b>¥3,128,877</b>	<b>¥20,022,805</b>	<b>¥7,203,986</b>	<b>¥37,614,953</b>
<b>As of March 31</b>								
<b>2011</b>								
Investments in securities	¥ 849,917	¥1,223,191	¥1,932,631	¥3,081,321	¥3,013,631	¥16,810,952	¥7,580,448	<b>¥34,492,095</b>
Domestic bonds								
National government bonds	588,779	324,884	710,788	1,466,365	974,519	8,976,071	—	<b>13,041,407</b>
Local government bonds	134,727	193,467	237,745	494,595	334,549	246,524	—	<b>1,641,609</b>
Corporate bonds	103,176	402,433	459,120	549,474	387,705	1,254,390	—	<b>3,156,301</b>
Domestic stocks							6,210,867	<b>6,210,867</b>
Foreign securities	13,349	301,945	513,595	542,060	1,270,964	6,333,966	1,133,534	<b>10,109,417</b>
Foreign bonds	5,513	294,805	512,172	542,060	1,214,231	5,168,802	—	<b>7,737,585</b>
Foreign stocks and other securities	7,836	7,139	1,423	—	56,733	1,165,164	1,133,534	<b>2,371,831</b>
Other securities	9,884	459	11,382	28,825	45,893	—	236,046	<b>332,492</b>
Monetary receivable purchased	46,123	12,578	11,539	—	40,732	910,171	—	<b>1,021,145</b>
Negotiable certificates of deposit	422,995	—	—	—	—	—	—	<b>422,995</b>
<b>Total</b>	<b>¥1,319,037</b>	<b>¥1,235,769</b>	<b>¥1,944,171</b>	<b>¥3,081,321</b>	<b>¥3,054,363</b>	<b>¥17,721,123</b>	<b>¥7,580,448</b>	<b>¥35,936,236</b>
<b>As of March 31</b>								
<b>2010</b>								
Investments in securities	¥1,311,680	¥1,533,516	¥1,701,342	¥3,645,683	¥3,819,133	¥13,416,136	¥8,201,361	<b>¥33,628,853</b>
Domestic bonds								
National government bonds	884,044	881,509	422,882	1,823,328	1,278,274	6,886,471	—	<b>12,176,511</b>
Local government bonds	63,210	273,108	264,587	546,080	396,022	203,076	—	<b>1,746,085</b>
Corporate bonds	332,273	247,344	531,841	615,889	560,338	1,195,202	—	<b>3,482,891</b>
Domestic stocks							6,850,014	<b>6,850,014</b>
Foreign securities	24,239	131,235	469,014	652,359	1,518,784	5,131,385	1,123,419	<b>9,050,439</b>
Foreign bonds	11,249	122,785	465,100	652,359	1,481,891	3,993,219	—	<b>6,726,605</b>
Foreign stocks and other securities	12,990	8,450	3,914	—	36,893	1,138,165	1,123,419	<b>2,323,833</b>
Other securities	7,912	317	13,016	8,025	65,712	—	227,926	<b>322,911</b>
Monetary receivable purchased	119,285	40,543	6,334	11,443	32,111	942,510	—	<b>1,152,229</b>
Negotiable certificates of deposit	369,994	—	—	—	—	—	—	<b>369,994</b>
<b>Total</b>	<b>¥1,800,960</b>	<b>¥1,574,059</b>	<b>¥1,707,677</b>	<b>¥3,657,126</b>	<b>¥3,851,245</b>	<b>¥14,358,647</b>	<b>¥8,201,361</b>	<b>¥35,151,077</b>

## 61. Bond Yields (General Account)

	%		
<b>As of March 31</b>	<b>2012</b>	<b>2011</b>	<b>2010</b>
Domestic bonds	2.05%	2.04%	1.98%
Foreign bonds	3.93	4.26	4.61
Japanese yen-denominated	2.00	2.05	2.16
Foreign currency-denominated	4.23	4.58	4.96

## 62. Stocks Held—Breakdown by Industry (General Account)

		Millions of Yen, %						
As of March 31	2012		2011		2010			
<b>Fishery, agriculture and forestry</b>	¥	2,911	0.0%	¥	2,729	0.0%	¥	3,259
<b>Mining</b>		2,645	0.0		2,714	0.0		3,021
<b>Construction</b>		76,524	1.3		73,875	1.2		77,682
<b>Manufacturing</b>								
Food		171,744	2.9		168,874	2.7		188,644
Textiles and apparel		83,551	1.4		83,945	1.4		75,230
Pulp and paper		22,324	0.4		22,796	0.4		25,133
Chemicals		485,908	8.3		498,985	8.0		536,034
Pharmaceuticals		490,219	8.4		502,074	8.1		570,246
Oil and coal products		23,468	0.4		27,717	0.4		17,513
Rubber products		54,177	0.9		47,802	0.8		43,836
Glass and ceramic products		74,028	1.3		93,752	1.5		102,734
Iron and steel		151,597	2.6		188,347	3.0		232,397
Nonferrous metals		68,685	1.2		72,603	1.2		78,927
Metal products		29,860	0.5		29,211	0.5		30,827
Machinery		343,037	5.9		364,524	5.9		352,127
Electric appliances		650,727	11.1		748,116	12.0		838,486
Transportation equipment		860,668	14.7		873,256	14.1		869,354
Precision instruments		83,139	1.4		122,246	2.0		136,582
Other products		66,858	1.1		74,671	1.2		81,787
<b>Electric power and gas</b>		398,793	6.8		495,964	8.0		660,759
<b>Transportation, information and communication</b>								
Land transportation		327,087	5.6		303,022	4.9		351,829
Marine transportation		12,422	0.2		15,717	0.3		18,601
Air transportation		10,383	0.2		10,983	0.2		11,094
Warehousing and harbor transportation services		8,693	0.1		8,711	0.1		8,475
Information and communication		87,613	1.5		82,701	1.3		97,485
<b>Trade and services</b>								
Wholesale trade		227,808	3.9		228,836	3.7		237,865
Retail trade		154,565	2.6		138,647	2.2		143,596
<b>Finance and insurance</b>								
Banking		599,117	10.3		640,427	10.3		751,304
Securities and trading		43,318	0.7		51,579	0.8		60,491
Insurance		84,789	1.5		91,111	1.5		103,767
Other financial services		26,277	0.5		40,261	0.6		38,214
<b>Real estate</b>		34,809	0.6		30,754	0.5		31,962
<b>Services</b>		79,197	1.4		73,903	1.2		70,736
<b>Total</b>		<b>¥5,836,957</b>	<b>100.0%</b>		<b>¥6,210,867</b>	<b>100.0%</b>		<b>¥6,850,014</b>

## 63. Loans (General Account)

		Millions of Yen		
As of March 31	2012	2011	2010	
<b>Policy loans</b>	<b>¥ 896,347</b>	<b>¥ 965,794</b>	<b>¥ 1,025,658</b>	
Premium loans	71,583	78,262	86,433	
Policyholder loans	824,764	887,532	939,225	
<b>Industrial and consumer loans</b>	<b>7,825,262</b>	<b>7,777,595</b>	<b>7,745,149</b>	
[Loans to non-residents]	[274,425]	[312,290]	[355,446]	
Corporate loans—international and domestic	5,913,610	5,904,401	5,988,768	
[Corporate loans—domestic]	[5,733,491]	[5,704,646]	[5,771,177]	
Loans to national, international and government-affiliated organizations	82,042	111,215	129,766	
Loans to public entities	397,481	333,311	226,311	
Housing loans	952,080	979,893	964,275	
Consumer loans	458,462	425,659	410,677	
Other loans	21,584	23,114	25,351	
<b>Total</b>	<b>¥ 8,721,609</b>	<b>¥ 8,743,389</b>	<b>¥ 8,770,808</b>	



## 64. Industrial and Consumer Loans by Maturity Dates (General Account)

Millions of Yen

	1 year or under	Over 1 year through 3 years	Over 3 years through 5 years	Over 5 years through 7 years	Over 7 years through 10 years	Over 10 years	Maturity not fixed	Total
<b>As of March 31</b>	<b>2012</b>							
Fixed rate loans	¥ 990,889	¥1,653,576	¥1,244,438	¥1,086,380	¥1,079,841	¥1,321,257	¥—	¥7,376,384
Variable rate loans	51,625	81,509	58,875	51,935	58,352	146,579	—	448,877
<b>Total loans</b>	<b>¥1,042,515</b>	<b>¥1,735,085</b>	<b>¥1,303,314</b>	<b>¥1,138,316</b>	<b>¥1,138,193</b>	<b>¥1,467,836</b>	<b>¥—</b>	<b>¥7,825,262</b>
<b>As of March 31</b>	<b>2011</b>							
Fixed rate loans	¥1,026,971	¥1,729,053	¥1,300,392	¥1,095,238	¥1,052,934	¥1,068,186	¥—	¥7,272,776
Variable rate loans	79,998	93,153	66,435	50,525	64,314	150,390	—	504,818
<b>Total loans</b>	<b>¥1,106,970</b>	<b>¥1,822,206</b>	<b>¥1,366,828</b>	<b>¥1,145,764</b>	<b>¥1,117,249</b>	<b>¥1,218,576</b>	<b>¥—</b>	<b>¥7,777,595</b>
<b>As of March 31</b>	<b>2010</b>							
Fixed rate loans	¥1,008,335	¥1,685,058	¥1,307,158	¥ 969,409	¥1,272,504	¥ 968,240	¥—	¥7,210,706
Variable rate loans	64,445	111,431	70,878	65,431	80,229	142,026	—	534,443
<b>Total loans</b>	<b>¥1,072,781</b>	<b>¥1,796,489</b>	<b>¥1,378,037</b>	<b>¥1,034,841</b>	<b>¥1,352,733</b>	<b>¥1,110,266</b>	<b>¥—</b>	<b>¥7,745,149</b>

## 65. Loans to Domestic Companies by Company Size (General Account)

Number of Borrowers, Millions of Yen, %

<b>As of March 31</b>		<b>2012</b>		<b>2011</b>		<b>2010</b>	
Large companies	Number of borrowers	975	44.2%	951	43.0%	968	
	Amount of loans	¥5,187,395	90.5	¥5,084,527	89.1	¥5,036,137	
Medium-sized companies	Number of borrowers	317	14.4	352	15.9	365	
	Amount of loans	¥ 73,716	1.3	¥ 114,567	2.0	¥ 171,804	
Small companies	Number of borrowers	913	41.4	908	41.1	943	
	Amount of loans	¥ 472,379	8.2	¥ 505,551	8.9	¥ 563,235	
<b>Total loans to domestic companies</b>	<b>Number of borrowers</b>	<b>2,205</b>	<b>100.0</b>	<b>2,211</b>	<b>100.0</b>	<b>2,276</b>	
	<b>Total amount of loans</b>	<b>¥5,733,491</b>	<b>100.0%</b>	<b>¥5,704,646</b>	<b>100.0%</b>	<b>¥5,771,177</b>	

Notes: 1. Classifications are defined as follows.

2. Number of borrowers is the number of borrowers identified by name and is not the number of loans.

Company size	Industry Type			
	1. All industries (excluding 2-4)		2. Retail and restaurants	
Large companies	More than 300 employees and	Paid-in capital ¥1 billion or more	More than 50 employees and	Paid-in capital ¥1 billion or more
Medium-sized companies	More than 300 employees and	Paid-in capital between ¥0.3 billion and ¥1 billion	More than 50 employees and	Paid-in capital between ¥0.05 billion and ¥1 billion
Small companies	Paid-in capital under ¥0.3 billion or 300 employees or less		Paid-in capital under ¥0.05 billion or 50 employees or less	
	3. Services		4. Wholesale	
Large companies	More than 100 employees and	Paid-in capital ¥1 billion or more	More than 100 employees and	Paid-in capital ¥1 billion or more
Medium-sized companies	More than 100 employees and	Paid-in capital between ¥0.05 billion and ¥1 billion	More than 100 employees and	Paid-in capital between ¥0.1 billion and ¥1 billion
Small companies	Paid-in capital under ¥0.05 billion or 100 employees or less		Paid-in capital under ¥0.1 billion or 100 employees or less	

## 66. Breakdown of Industrial and Consumer Loans by Industry (General Account)

		Millions of Yen, %			
As of March 31	2012		2011		2010
<b>Domestic</b>					
Manufacturing	¥1,572,744	20.1%	¥1,604,335	20.6%	¥1,604,043
Food	106,005	1.4	110,617	1.4	119,912
Textiles and apparel	49,357	0.6	54,349	0.7	54,425
Wood, wood products	2,061	0.0	2,142	0.0	3,082
Pulp and paper	83,294	1.1	83,570	1.1	81,342
Printing	23,310	0.3	24,562	0.3	13,472
Chemicals	280,130	3.6	280,317	3.6	272,511
Oil and coal products	85,118	1.1	85,851	1.1	80,139
Ceramics, soil and stone	41,550	0.5	28,207	0.4	34,714
Iron and steel	242,157	3.1	234,526	3.0	247,419
Nonferrous metals	34,292	0.4	38,903	0.5	40,732
Metal products	13,169	0.2	14,633	0.2	15,472
General purpose, production, and industrial machinery	123,719	1.6	122,656	1.6	127,003
Electric appliances	173,350	2.2	223,443	2.9	226,041
Transportation equipment	264,523	3.4	248,467	3.2	235,848
Other manufacturing products	50,702	0.6	52,084	0.7	51,924
Agriculture and forestry	3	0.0	4	0.0	5
Fishery	1,000	0.0	1,000	0.0	1,000
Mining, quarrying and gravel mining	8,473	0.1	10,014	0.1	19,888
Construction	42,100	0.5	42,489	0.5	41,140
Electric power, gas, heat supply and waterworks	1,031,926	13.2	866,318	11.1	844,949
Information and communication	197,338	2.5	153,241	2.0	116,469
Logistics and postal services	719,868	9.2	713,014	9.2	728,673
Wholesale trade	884,843	11.3	887,047	11.4	871,581
Retail trade	56,383	0.7	60,575	0.8	70,054
Financing and insurance	745,244	9.5	820,697	10.6	848,050
Real estate	340,180	4.3	346,814	4.5	348,731
Rental and leasing services	292,199	3.7	323,234	4.2	369,912
Professional, scientific, and technical services	1,312	0.0	11,443	0.1	11,632
Lodging	5,829	0.1	7,513	0.1	8,091
Restaurants	6,084	0.1	5,624	0.1	7,113
Lifestyle and leisure	15,087	0.2	11,102	0.1	12,177
Education and training	2,837	0.0	3,663	0.0	4,020
Medical and welfare	2,967	0.0	3,105	0.0	3,882
Other services	3,915	0.1	5,410	0.1	7,078
Local organizations and public entities	208,948	2.7	181,896	2.3	94,614
Individuals (residential/consumption/local taxes/other)	1,411,545	18.0	1,406,755	18.1	1,376,590
<b>Subtotal</b>	<b>7,550,837</b>	<b>96.5</b>	<b>7,465,304</b>	<b>96.0</b>	<b>7,389,703</b>
<b>Overseas</b>					
Governments and public entities	94,306	1.2	112,535	1.4	137,855
Financial institutions	33,000	0.4	53,000	0.7	53,000
Commerce and industry	147,118	1.9	146,754	1.9	164,590
<b>Subtotal</b>	<b>274,425</b>	<b>3.5</b>	<b>312,290</b>	<b>4.0</b>	<b>355,446</b>
<b>Total loans</b>	<b>¥7,825,262</b>	<b>100.0%</b>	<b>¥7,777,595</b>	<b>100.0%</b>	<b>¥7,745,149</b>

## 67. Breakdown of Industrial and Consumer Loans by Use (General Account)

As of March 31	2012		2011		2010
	Millions of Yen	%	Millions of Yen	%	Millions of Yen
Capital investments	¥2,715,990	34.7%	¥2,615,001	33.6%	¥2,586,186
Operations	5,109,271	65.3	5,162,593	66.4	5,158,963
<b>Total loans</b>	<b>¥7,825,262</b>	<b>100.0%</b>	<b>¥7,777,595</b>	<b>100.0%</b>	<b>¥7,745,149</b>

## 68. Breakdown of Loans by Region (General Account)

As of March 31	2012		2011		2010
	Millions of Yen	%	Millions of Yen	%	Millions of Yen
Hokkaido	¥ 52,854	0.9%	¥ 33,699	0.6%	¥ 38,962
Tohoku	135,223	2.4	94,409	1.7	89,863
Kanto	3,774,289	65.8	3,875,535	67.9	3,938,282
Chubu	475,527	8.3	443,536	7.8	475,331
Kinki	870,594	15.2	872,971	15.3	851,342
Chugoku	135,232	2.4	128,010	2.2	122,492
Shikoku	112,445	2.0	114,372	2.0	114,323
Kyushu	177,325	3.1	142,110	2.5	140,580
<b>Total</b>	<b>¥5,733,491</b>	<b>100.0%</b>	<b>¥5,704,646</b>	<b>100.0%</b>	<b>¥5,771,177</b>

Notes: 1. Excludes personal loans, loans to non-residents and policy loans.

2. Regional classifications are based on the location of the headquarters of borrowers.

## 69. Breakdown of Loans by Collateral (General Account)

As of March 31	2012		2011		2010
	Millions of Yen	%	Millions of Yen	%	Millions of Yen
<b>Secured loans</b>	<b>¥ 54,155</b>	<b>0.7%</b>	<b>¥ 64,296</b>	<b>0.8%</b>	<b>¥ 73,711</b>
Loans secured by securities	11,575	0.1	14,469	0.2	17,337
Loans secured by real estate, movables and foundations	37,110	0.5	42,320	0.5	48,612
Loans secured by personal guarantees	5,469	0.1	7,506	0.1	7,762
<b>Guarantee loans</b>	<b>259,295</b>	<b>3.3</b>	<b>273,858</b>	<b>3.5</b>	<b>299,373</b>
<b>Fiduciary loans</b>	<b>6,101,268</b>	<b>78.0</b>	<b>6,033,886</b>	<b>77.6</b>	<b>5,997,111</b>
<b>Other loans</b>	<b>1,410,542</b>	<b>18.0</b>	<b>1,405,553</b>	<b>18.1</b>	<b>1,374,952</b>
<b>Ordinary loans</b>	<b>¥7,825,262</b>	<b>100.0%</b>	<b>¥7,777,595</b>	<b>100.0%</b>	<b>¥7,745,149</b>
Subordinated loans	¥ 374,500	4.8%	¥ 385,000	5.0%	¥ 355,000

## 70. Appraisal Value of Real Estate (General Account)

As of March 31	2012		2011		2010
	Billions of Yen		Billions of Yen		Billions of Yen
<b>Land and land lease rights</b>					
Balance sheet amount		¥1,280.0		¥1,284.2	¥1,292.2
Market value (appraisal value)		1,216.8		1,246.8	1,301.0
<b>Net unrealized gains/losses</b>	1	<b>(63.2)</b>		<b>(37.3)</b>	<b>8.8</b>
Gain		160.0		165.9	199.5
Loss		(223.2)		(203.3)	(190.7)
<b>Revaluation differences</b>	2	<b>74.9</b>		<b>81.9</b>	<b>82.9</b>
	1+2	<b>¥ 11.7</b>		<b>¥ 44.5</b>	<b>¥ 91.7</b>

Notes: 1. Appraisal value is based on the value of land disclosed to the public.

2. In accordance with the Act on Revaluation of Land, business-use land was revalued and net valuation gains/losses were recorded on the balance sheets.

3. For revaluation differences 2, the difference between the amount revalued and the historical cost, net of tax has been credited to revaluation reserve for land in net assets, resulting in deferred tax liabilities for land revaluation being included in liabilities.

## 71. Amount of Real Estate and Numbers Held (General Account)

As of March 31	Millions of Yen, Number of Buildings		
	2012	2011	2010
<b>Amount of real estate</b>	<b>¥1,727,034</b>	<b>¥1,748,930</b>	<b>¥1,769,593</b>
For business operations	643,727	643,192	646,389
For lease	1,083,307	1,105,738	1,123,204
<b>Number of buildings held for leasing</b>	<b>386</b>	<b>389</b>	<b>395</b>

Note: Amount of real estate is recorded as the total of land, buildings and construction in progress.

## 72. Tangible Fixed Assets (General Account)

	Ending balance of prior period	Increase in current period	Decrease in current period	Depreciation in current period	Millions of Yen, %		
					Ending balance of current period	Accumulated depreciation	Accumulated depreciation percentage
<b>Fiscal year ended March 31</b>					<b>2012</b>		
Land	¥1,202,499	¥11,308	¥15,387 [9,084]	¥ —	¥1,198,419	¥ —	—%
Buildings	523,417	37,179	5,818 [4,789]	39,664	515,114	1,073,647	67.6
Lease assets	4,652	971	0	2,419	3,205	4,880	60.4
Construction in progress	23,014	35,214	44,728	—	13,500	—	—
Other tangible fixed assets	13,659	11,826	230	5,092	20,163	62,807	75.7
<b>Total</b>	<b>¥1,767,242</b>	<b>¥96,500</b>	<b>¥66,164</b> <b>[13,874]</b>	<b>¥47,175</b>	<b>¥1,750,402</b>	<b>¥1,141,335</b>	<b>—%</b>
Of which assets are being leased	¥1,114,812	¥36,280	¥37,279 [13,508]	¥25,351	¥1,088,462	¥ 728,942	—%
<b>Fiscal year ended March 31</b>					<b>2011</b>		
Land	¥1,208,797	¥ 1,468	¥ 7,766 [4,443]	¥ —	¥1,202,499	¥ —	—%
Buildings	534,557	35,971	8,232 [7,097]	38,879	523,417	1,059,221	66.9
Lease assets	2,917	3,898	16	2,146	4,652	2,475	34.7
Construction in progress	26,238	40,038	43,262	—	23,014	—	—
Other tangible fixed assets	16,404	2,467	359	4,853	13,659	63,883	82.4
<b>Total</b>	<b>¥1,788,915</b>	<b>¥ 83,844</b>	<b>¥59,638</b> <b>[11,541]</b>	<b>¥45,879</b>	<b>¥1,767,242</b>	<b>¥1,125,580</b>	<b>—%</b>
Of which assets are being leased	¥1,132,973	¥ 24,860	¥17,428 [6,669]	¥25,593	¥1,114,812	¥ 700,863	—%
<b>Fiscal year ended March 31</b>					<b>2010</b>		
Land	¥1,083,993	¥133,570	¥ 8,766 [5,128]	¥ —	¥1,208,797	¥ —	—%
Buildings	545,803	30,345	2,770 [1,522]	38,820	534,557	1,020,794	65.6
Lease assets	160	3,008	—	251	2,917	325	10.0
Construction in progress	21,484	33,016	28,262	—	26,238	—	—
Other tangible fixed assets	20,656	3,241	923	6,569	16,404	65,382	79.9
<b>Total</b>	<b>¥1,672,097</b>	<b>¥203,183</b>	<b>¥40,723</b> <b>[6,650]</b>	<b>¥45,641</b>	<b>¥1,788,915</b>	<b>¥1,086,502</b>	<b>—%</b>
Of which assets are being leased	¥1,027,865	¥161,563	¥30,268 [6,602]	¥26,186	¥1,132,973	¥ 677,200	—%

Notes: 1. Figures in brackets under the decrease in current period column indicate the amount of decrease due to impairment loss.

2. The accumulated depreciation percentage shows the accumulated depreciation versus acquisition cost.

3. Investment and rental properties shown in "Increase in current period" and "Decrease in current period" include those occurring due to changes in application.

### 73. Gain and Loss on Disposals of Fixed Assets (General Account)

Millions of Yen

Fiscal years ended March 31	2012		2011		2010	
	Gain	Loss	Gain	Loss	Gain	Loss
Tangible fixed assets	¥72	¥6,474	¥1,572	¥5,863	¥1,324	¥3,159
Land	69	2,304	546	677	752	530
Buildings	0	3,911	1,025	4,764	571	2,301
Lease assets	—	—	—	16	—	—
Other assets	2	258	0	404	0	326
Intangible fixed assets	—	0	4	22	—	1,400
Others	—	539	10	591	—	497
<b>Total</b>	<b>¥72</b>	<b>¥7,013</b>	<b>¥1,588</b>	<b>¥6,476</b>	<b>¥1,324</b>	<b>¥5,057</b>
Of which assets are being leased	¥70	¥4,211	¥1,530	¥4,296	¥1,317	¥2,960

### 74. Depreciation on Tangible Fixed Assets, Intangible Fixed Assets and Other Assets Held for Leasing (General Account)

Millions of Yen, %

Fiscal year ended March 31	Acquisition cost	Depreciation in current period	Accumulated depreciation	Balance at end of current period	Accumulated depreciation percentage
Tangible fixed assets	¥1,073,558	¥25,613	¥732,457	¥341,100	68.2%
Buildings	1,063,622	25,351	723,282	340,340	68.0
Lease assets	9	1	2	7	23.8
Others	9,926	260	9,173	753	92.4
Intangible fixed assets	—	—	—	—	—
Other assets	4,947	235	3,155	1,792	63.8
<b>Total</b>	<b>¥1,078,506</b>	<b>¥25,848</b>	<b>¥735,613</b>	<b>¥342,893</b>	<b>68.2%</b>
Tangible fixed assets	¥1,049,163	¥25,827	¥700,714	¥348,449	66.8%
Buildings	1,039,740	25,585	691,974	347,765	66.6
Lease assets	9	0	0	8	9.5
Others	9,413	241	8,738	675	92.8
Intangible fixed assets	—	—	—	—	—
Other assets	4,835	217	2,897	1,937	59.9
<b>Total</b>	<b>¥1,053,999</b>	<b>¥26,045</b>	<b>¥703,612</b>	<b>¥350,386</b>	<b>66.8%</b>
Tangible fixed assets	¥1,043,339	¥26,405	¥679,626	¥363,712	65.1%
Buildings	1,034,059	26,184	671,086	362,972	64.9
Lease assets	—	—	—	—	—
Others	9,280	220	8,540	740	92.0
Intangible fixed assets	—	—	—	—	—
Other assets	—	—	—	—	—
<b>Total</b>	<b>¥1,043,339</b>	<b>¥26,405</b>	<b>¥679,626</b>	<b>¥363,712</b>	<b>65.1%</b>

## 75. Status of Overseas Loans and Investments (General Account)

### 1. Breakdown by asset composition

		2012		2011		2010	
As of March 31							
Millions of Yen, %							
<b>Foreign currency-denominated assets</b>							
Foreign bonds	¥ 7,460,408	62.9%	¥ 6,710,389	63.0%	¥5,876,257		
Foreign stocks	341,330	2.9	240,265	2.3	325,295		
Cash and cash equivalents	1,560,409	13.1	1,504,264	14.1	1,341,279		
<b>Subtotal</b>	<b>9,362,147</b>	<b>78.9</b>	<b>8,454,919</b>	<b>79.4</b>	<b>7,542,832</b>		
<b>Foreign currency-denominated assets with fixed yen value</b>							
Foreign bonds	—	—	—	—	—		
Cash and cash equivalents	153,066	1.3	157,036	1.5	193,112		
<b>Subtotal</b>	<b>153,066</b>	<b>1.3</b>	<b>157,036</b>	<b>1.5</b>	<b>193,112</b>		
<b>Japanese yen-denominated assets</b>							
Loans to non-residents	161,411	1.4	195,247	1.8	218,524		
Foreign bonds and other assets	2,190,871	18.5	1,843,189	17.3	1,679,067		
<b>Subtotal</b>	<b>2,352,283</b>	<b>19.8</b>	<b>2,038,437</b>	<b>19.1</b>	<b>1,897,592</b>		
<b>Net overseas loans and investment</b>	<b>¥11,867,497</b>	<b>100.0%</b>	<b>¥10,650,393</b>	<b>100.0%</b>	<b>¥9,633,537</b>		
Overseas real estate	¥ 233,480	2.0%	¥ 222,137	2.1%	¥ 242,110		

Note: Foreign currency-denominated assets with fixed yen value are recorded under assets on the balance sheets at the fixed yen value that was determined at settlement with foreign exchange forward contracts.

### 2. Overseas loans and investments by geographic area

		Millions of Yen, %							
		Foreign securities							
				Bonds		Stocks and other securities		Loans to non-residents	
		Value	Percent	Value	Percent	Value	Percent	Value	Percent
<b>As of March 31</b>		<b>2012</b>							
North America	¥ 4,935,542	43.8%	¥4,709,175	54.8%	¥ 226,367	8.5%	¥123,013	44.8%	
Europe	3,424,462	30.4	3,095,824	36.0	328,638	12.3	74,400	27.1	
Oceania	379,770	3.4	377,786	4.4	1,984	0.1	6,182	2.3	
Asia	240,941	2.1	123,353	1.4	117,587	4.4	300	0.1	
Central and South America	2,208,668	19.6	204,655	2.4	2,004,013	74.8	21,672	7.9	
Middle East	—	—	—	—	—	—	6	0.0	
Africa	—	—	—	—	—	—	6,949	2.5	
International organizations	79,485	0.7	79,485	0.9	—	—	41,900	15.3	
<b>Total</b>	<b>¥11,268,871</b>	<b>100.0%</b>	<b>¥8,590,281</b>	<b>100.0%</b>	<b>¥2,678,590</b>	<b>100.0%</b>	<b>¥274,425</b>	<b>100.0%</b>	
<b>As of March 31</b>		<b>2011</b>							
North America	¥ 4,263,639	42.2%	¥4,036,656	52.2%	¥ 226,983	9.6%	¥127,042	40.7%	
Europe	3,124,302	30.9	2,845,402	36.8	278,899	11.8	99,400	31.8	
Oceania	533,741	5.3	533,741	6.9	—	—	—	—	
Asia	94,888	0.9	72,240	0.9	22,647	1.0	699	0.2	
Central and South America	2,042,217	20.2	198,916	2.6	1,843,301	77.7	18,204	5.8	
Middle East	—	—	—	—	—	—	87	0.0	
Africa	—	—	—	—	—	—	7,565	2.4	
International organizations	50,627	0.5	50,627	0.7	—	—	59,291	19.0	
<b>Total</b>	<b>¥10,109,417</b>	<b>100.0%</b>	<b>¥7,737,585</b>	<b>100.0%</b>	<b>¥2,371,831</b>	<b>100.0%</b>	<b>¥312,290</b>	<b>100.0%</b>	
<b>As of March 31</b>		<b>2010</b>							
North America	¥3,500,779	38.7%	¥3,263,092	48.5%	¥ 237,687	10.2%	¥146,921	41.3%	
Europe	2,928,248	32.4	2,649,206	39.4	279,041	12.0	118,415	33.3	
Oceania	499,066	5.5	499,066	7.4	—	—	—	—	
Asia	67,768	0.7	47,412	0.7	20,356	0.9	2,295	0.6	
Central and South America	1,976,380	21.8	189,631	2.8	1,786,748	76.9	22,719	6.4	
Middle East	—	—	—	—	—	—	168	0.0	
Africa	—	—	—	—	—	—	1,765	0.5	
International organizations	78,196	0.9	78,196	1.2	—	—	63,160	17.8	
<b>Total</b>	<b>¥9,050,439</b>	<b>100.0%</b>	<b>¥6,726,605</b>	<b>100.0%</b>	<b>¥2,323,833</b>	<b>100.0%</b>	<b>¥355,446</b>	<b>100.0%</b>	

Note: Applies only to foreign securities and loans to non-residents among overseas investments.

## 75. Status of Overseas Loans and Investments (General Account), continued

### 3. Composition of foreign currency-denominated assets by currency

As of March 31	2012		2011		2010
	Millions of Yen	%	Millions of Yen	%	Millions of Yen
U.S. Dollar	¥5,661,066	60.5%	¥4,979,491	58.9%	¥4,168,109
Euro	1,402,910	15.0	1,419,320	16.8	1,940,742
British pound	1,269,020	13.6	1,106,365	13.1	541,059
Australian dollar	698,736	7.5	784,170	9.3	661,517
Poland Zloty	196,939	2.1	128,143	1.5	124,024
India Rupee	48,918	0.5	—	—	—
Others	84,555	0.9	37,427	0.4	107,378
<b>Net foreign currency-denominated assets</b>	<b>¥9,362,147</b>	<b>100.0%</b>	<b>¥8,454,919</b>	<b>100.0%</b>	<b>¥7,542,832</b>

Note: The six currencies are broken down and shown by rank in terms of their outstanding balance as of March 31, 2012.

## 76. Yields on Overseas Loans and Investments (General Account)

Fiscal years ended March 31	2012	2011	2010
Yields on overseas loans and investments	3.19%	2.43%	2.14%

Notes: 1. Yields are calculated by dividing investment income less investment expenses by the daily average balance based on book value.  
2. Overseas loans and investments are the total of assets denominated in foreign currencies and Japanese yen.

## 77. Summary of New Public-Sector Investment Underwriting and Loans (General Account)

Fiscal years ended March 31		2012		2011		2010
		Millions of Yen	%	Millions of Yen	%	Millions of Yen
<b>Public bonds</b>	National government bonds	¥ 18,032	15.0%	¥ 70,107	30.8%	¥ 7,223
	Local government bonds	—	—	—	—	—
	<b>Subtotal</b>	<b>18,032</b>	<b>15.0</b>	<b>70,107</b>	<b>30.8</b>	<b>7,223</b>
<b>Loans</b>	Public corporations and agencies	59,635	49.7	56,047	24.6	23,455
	Other public entities	42,268	35.2	101,454	44.6	8,700
	<b>Subtotal</b>	<b>101,903</b>	<b>85.0</b>	<b>157,501</b>	<b>69.2</b>	<b>32,155</b>
<b>Total</b>	<b>¥119,935</b>	<b>100.0%</b>	<b>¥227,609</b>	<b>100.0%</b>	<b>¥39,378</b>	

## 78. Breakdown of Other Assets (General Account)

Fiscal year ended March 31	Acquisition cost	Increase in current period	Decrease in current period	Accumulated depreciation	Balance at end of current period
					Millions of Yen
<b>2012</b>					
Deferred assets	¥ 9,519	¥1,153	¥ 692	¥6,112	¥ 3,867
Others	20,307	2,187	4,103	3,210	15,181
<b>Total</b>	<b>¥29,827</b>	<b>¥3,340</b>	<b>¥4,796</b>	<b>¥9,323</b>	<b>¥19,049</b>
<b>2011</b>					
Deferred assets	¥ 8,311	¥1,812	¥ 459	¥5,370	¥ 4,294
Others	20,193	1,928	1,813	3,070	17,237
<b>Total</b>	<b>¥28,504</b>	<b>¥3,740</b>	<b>¥2,273</b>	<b>¥8,440</b>	<b>¥21,531</b>
<b>2010</b>					
Deferred assets	¥ 8,040	¥ 502	¥ 61	¥4,699	¥ 3,781
Others	20,735	1,077	1,619	2,945	17,248
<b>Total</b>	<b>¥28,776</b>	<b>¥1,579</b>	<b>¥1,680</b>	<b>¥7,644</b>	<b>¥21,030</b>

## 79. Loan Interest Rates

										Dates, %	
										Type of loan	
Prime rate (extra long-term 10-year prime rate loans)	Prime rate (long-term prime rate loans)	Housing loans						Consumer loans			
		Fixed interest rate	Variable interest rate optional with fixed interest rate	Variable interest rate (long-term loans)	Variable interest rate (short-term loans)	Fixed interest rate	Variable interest rate (long-term loans)	Variable interest rate (short-term loans)			
<b>Fiscal year ending March 31</b>										<b>2013</b>	
		4/17	3.97-4.43	4/17	3.14-4.11			4/17	3.97-4.11		
<b>Fiscal year ended March 31</b>										<b>2012</b>	
4/8	1.80	4/8	1.70					4/15	1.70	4/15	2.00
5/10	1.65	5/10	1.55					5/17	1.55	5/17	1.85
6/10	1.60	6/10	1.50	6/17	4.04-4.62	6/17	3.14-4.28	6/17	1.50	6/17	4.04-4.28
				7/15	4.01-4.57	7/15	3.14-4.23	7/15		7/15	4.01-4.23
8/10	1.45	8/10	1.35	8/17	3.97-4.53	8/17	3.14-4.19	8/17	1.35	8/17	3.97-4.19
9/9	1.50	9/9	1.40	9/16	3.92-4.43	9/16	3.14-4.11	9/16	1.40	9/16	3.92-4.11
				10/19	3.92-4.38	10/19	3.14-4.06	10/19		10/19	3.92-4.06
3/9	1.45	3/9	1.35					3/16	1.35	3/16	1.65
<b>Fiscal year ended March 31</b>										<b>2011</b>	
4/9	1.80	4/9	1.65					4/16	1.65	4/16	1.95
5/11	1.70	5/11	1.60	5/18	4.00-4.47			5/18	1.60	5/18	1.90
6/10	1.55	6/10	1.45	6/17	3.95-4.42	6/17	3.05-4.08	6/17	1.45	6/17	3.95-4.08
				7/16	3.88-4.35	7/16	3.05-4.01	7/16		7/16	3.88-4.01
8/10	1.50	8/10	1.40	8/17	3.83-4.30	8/17	3.00-3.96	8/17	1.40	8/17	3.83-3.96
9/10	1.55	9/10	1.45	9/17	3.80-4.25	9/17	2.97-3.93	9/17	1.45	9/17	3.80-3.93
10/8	1.40	10/8	1.30	10/18	3.85-4.33	10/18	3.02-4.01	10/18	1.30	10/18	3.85-4.01
11/10	1.50	11/10	1.40	11/17	3.82-4.30	11/17	2.99-3.98	11/17	1.40	11/17	3.82-3.98
12/10	1.70	12/10	1.60	12/17	4.02-4.53	12/17	3.09-4.18	12/17	1.60	12/17	4.02-4.18
1/12	1.60	1/12	1.50	1/19	4.07-4.58	1/19	3.09-4.23	1/19	1.50	1/19	4.07-4.23
2/10	1.75	2/10	1.65	2/18	4.07-4.68	2/18	3.09-4.33	2/18	1.65	2/18	4.07-4.33
3/10	1.70	3/10	1.60	3/17	4.12-4.73	3/17	3.14-4.38	3/17	1.60	3/17	4.12-4.38
<b>Fiscal year ended March 31</b>										<b>2010</b>	
4/10	2.60	4/10	2.30	4/17	3.70-4.54	4/17	3.10-4.08	4/17	2.30	4/17	3.70-4.08
5/8	2.45	5/8	2.10	5/15	3.85-4.64	5/15	3.15-4.18	5/15	2.10	5/15	3.85-4.18
				6/17		6/17	3.10-4.18				
7/10	2.05	7/10	1.90	7/17	3.85-4.59	7/17	3.10-4.15	7/17	1.90	7/17	3.85-4.15
8/11	2.15	8/11	1.95					8/18	1.95	8/18	2.25
9/10	2.05	9/10	1.80	9/17	3.95-4.54	9/17	3.10-4.10	9/17	1.80	9/17	3.95-4.10
10/9	1.90	10/9	1.70	10/19	4.00-4.49			10/19	1.70	10/19	4.00-4.10
11/10	2.00	11/10	1.85	11/17	4.10-4.59	11/17	3.15-4.20	11/17	1.85	11/17	4.10-4.20
12/10	1.80	12/10	1.65	12/17	4.00-4.49	12/17	3.10-4.10	12/17	1.65	12/17	4.00-4.10
				1/18	3.98-4.49	1/18	3.08-4.10	1/18		1/18	3.98-4.10
				2/18	4.00-4.52	2/18	3.10-4.13	2/18		2/18	4.00-4.13
3/10	1.75	3/10	1.60					3/17	1.60	3/17	1.90

Notes: 1. The prime rate (extra long-term 10-year prime rate loans) is shown as a standard rate for fixed interest rate loans with loan periods in excess of five years.  
2. Fixed interest rates for housing loans and consumer loans are set at interest rates according to the lending period.  
3. For housing loans, variable interest rates optional with fixed interest rates are set according to the fixed interest rate period of 2, 3, 5, 10 or 15 years.  
4. Housing loan interest rates show interest rates at the time of initial lending.  
5. Housing loan interest rates include group credit life insurance warranty fees.  
6. Consumer loans show traditional mortgage-backed loans.



# SECURITIES INDICATORS (GENERAL ACCOUNT)

## 80. Market Value of Securities (General Account)

### 1. Net valuation gains/losses of trading securities

As of March 31	2012		2011		2010	
	Balance sheet amount	Net valuation gains/losses included in profits/losses	Balance sheet amount	Net valuation gains/losses included in profits/losses	Balance sheet amount	Net valuation gains/losses included in profits/losses
Trading securities	¥—	¥—	¥—	¥2,479	¥10,266	¥79,793

Notes: 1. Assets held in trust included in trading securities recorded on the balance sheets and net valuation gains/losses included in profit/loss of current period both include net gains/losses related to derivative transactions.  
2. Assets held in trust included in trading securities do not include cash, deposits and call loans.

### 2. Market value information of securities (with market value, other than trading securities)

As of March 31	2012					2011				
	Book value	Market value	Net gains/losses	Gains	Losses	Book value	Market value	Net gains/losses	Gains	Losses
Types of securities										
Policy-reserve-matching bonds	¥18,228,648	¥19,392,601	¥1,163,953	¥1,189,139	¥ (25,185)	¥17,415,476	¥18,106,439	¥ 690,962	¥ 719,757	¥ (28,794)
Held-to-maturity debt securities	14,500	14,479	(21)	61	(82)	16,511	16,648	137	176	(39)
Investments in subsidiaries and affiliates	7,711	21,406	13,695	13,695	—	7,711	34,062	26,351	26,351	—
Available-for-sale securities	16,558,688	18,085,285	1,526,597	2,067,918	(541,320)	15,947,266	17,144,379	1,197,112	1,827,671	(630,559)
Domestic bonds	1,724,475	1,772,691	48,216	55,928	(7,711)	1,447,102	1,481,593	34,490	38,044	(3,553)
Domestic stocks	4,652,436	5,596,927	944,490	1,389,380	(444,889)	4,718,455	5,905,992	1,187,537	1,539,836	(352,299)
Foreign securities	9,624,725	10,166,593	541,867	615,182	(73,314)	8,999,879	8,991,350	(8,529)	242,325	(250,854)
Foreign bonds	8,095,784	8,508,080	412,296	460,129	(47,833)	7,689,976	7,599,864	(90,111)	138,886	(228,997)
Foreign stocks and other securities	1,528,940	1,658,512	129,571	155,052	(25,480)	1,309,902	1,391,485	81,582	103,439	(21,856)
Other securities	229,654	221,694	(7,960)	7,423	(15,383)	324,701	307,857	(16,844)	6,973	(23,817)
Monetary receivables purchased	76,396	76,381	(15)	4	(19)	34,127	34,589	461	492	(30)
Negotiable certificates of deposit	251,000	250,997	(2)	—	(2)	423,000	422,995	(4)	0	(4)
<b>Total</b>	<b>¥34,809,548</b>	<b>¥37,513,773</b>	<b>¥2,704,225</b>	<b>¥3,270,814</b>	<b>¥(566,589)</b>	<b>¥33,386,965</b>	<b>¥35,301,529</b>	<b>¥1,914,563</b>	<b>¥2,573,956</b>	<b>¥(659,393)</b>
Domestic bonds	19,078,734	20,244,760	1,166,026	1,198,181	(32,154)	¥17,804,828	¥18,493,158	¥ 688,330	¥ 719,448	¥ (31,117)
Domestic stocks	4,652,436	5,596,927	944,490	1,389,380	(444,889)	4,718,455	5,905,992	1,187,537	1,539,836	(352,299)
Foreign securities	9,714,636	10,272,670	558,033	631,684	(73,650)	9,095,298	9,115,769	20,471	271,362	(250,891)
Foreign bonds	8,177,984	8,592,751	414,766	462,936	(48,169)	7,777,684	7,690,221	(87,462)	141,572	(229,034)
Foreign stocks and other securities	1,536,652	1,679,919	143,267	168,748	(25,480)	1,317,613	1,425,547	107,933	129,790	(21,856)
Other securities	229,654	221,694	(7,960)	7,423	(15,383)	324,701	307,857	(16,844)	6,973	(23,817)
Monetary receivables purchased	883,085	926,722	43,637	44,145	(508)	1,020,683	1,055,755	35,072	36,335	(1,262)
Negotiable certificates of deposit	251,000	250,997	(2)	—	(2)	423,000	422,995	(4)	0	(4)

As of March 31	2010				
Types of securities	Book value	Market value	Net gains/losses	Gains	Losses
Policy-reserve-matching bonds	¥16,835,535	¥17,370,576	¥ 535,041	¥ 565,694	¥ (30,653)
Held-to-maturity debt securities	19,522	19,864	341	341	—
Investments in subsidiaries and affiliates	62,165	86,172	24,006	24,006	—
Available-for-sale securities	14,969,667	16,811,804	1,842,136	2,207,938	(365,801)
Domestic bonds	1,662,706	1,697,638	34,932	35,508	(575)
Domestic stocks	4,767,514	6,439,520	1,672,005	1,903,019	(231,013)
Foreign securities	7,757,947	7,909,213	151,265	260,665	(109,399)
Foreign bonds	6,482,201	6,579,520	97,318	157,817	(60,498)
Foreign stocks and other securities	1,275,745	1,329,692	53,946	102,847	(48,900)
Other securities	314,171	298,340	(15,830)	8,415	(24,246)
Monetary receivables purchased	97,328	97,097	(230)	330	(561)
Negotiable certificates of deposit	370,000	369,994	(5)	0	(5)
<b>Total</b>	<b>¥31,886,890</b>	<b>¥34,288,417</b>	<b>¥2,401,526</b>	<b>¥2,797,981</b>	<b>¥(396,454)</b>
Domestic bonds	¥17,370,556	¥17,931,725	¥ 561,168	¥ 585,604	¥ (24,436)
Domestic stocks	4,821,968	6,507,838	1,685,869	1,916,883	(231,013)
Foreign securities	7,857,734	8,017,744	160,009	271,914	(111,904)
Foreign bonds	6,574,277	6,670,197	95,920	158,923	(63,003)
Foreign stocks and other securities	1,283,456	1,347,546	64,089	112,990	(48,900)
Other securities	314,171	298,340	(15,830)	8,415	(24,246)
Monetary receivables purchased	1,152,460	1,162,774	10,314	15,163	(4,849)
Negotiable certificates of deposit	370,000	369,994	(5)	0	(5)

Note: The above table includes securities that are deemed appropriate as securities under the Financial Instruments and Exchange Act in Japan.

## 80. Market Value of Securities (General Account), continued

### 2. Market value information of securities (with market value, other than trading securities), continued

Book value of securities without market value

As of March 31		Millions of Yen		
		2012	2011	2010
Policy-reserve-matching bonds		¥ —	¥ —	¥ —
Held-to-maturity debt securities		—	—	—
Unlisted foreign bonds		—	—	—
Others		—	—	—
Investments in subsidiaries and affiliates		247,911	184,081	180,835
Available-for-sale securities		1,039,878	1,180,194	1,244,653
Unlisted domestic stocks (excluding over-the-counter stocks)		202,244	267,089	318,507
Unlisted foreign stocks (excluding over-the-counter stocks)		692,761	697,511	707,363
Unlisted foreign bonds		—	53,912	53,912
Others		144,872	161,681	164,870
<b>Total</b>		<b>¥1,287,790</b>	<b>¥1,364,275</b>	<b>¥1,425,489</b>

Note: Of securities without market value, net losses on foreign exchange valuation of assets denominated in foreign currencies were as follows:  
(As of March 31, 2012: ¥47,025 million; March 31, 2011: ¥50,943 million; and March 31, 2010: ¥31,061 million.)

## 81. Market Value of Assets Held in Trust (General Account)

As of March 31		Millions of Yen		
		2012	2011	2010
<b>Assets held in trust</b>	Balance sheet amount	¥—	¥—	¥10,670
	Market value	—	—	10,670
	Net unrealized gains/losses	—	—	—
	Gains	—	—	—
	Losses	—	—	—

Notes: 1. Market value calculations are based on prices rationally calculated by the trustees of assets held in trust.  
2. Balance sheet amount includes net gains/losses on derivative transactions.

### Assets held in trust for investment

As of March 31		Millions of Yen					
		2012		2011		2010	
		Balance sheet amount	Net valuation gains/losses included in profits/losses	Balance sheet amount	Net valuation gains/losses included in profits/losses	Balance sheet amount	Net valuation gains/losses included in profits/losses
Assets held in trust for investment		¥—	¥—	¥—	¥2,479	¥10,670	¥79,793

Note: Balance sheet amount and net valuation gains/losses include net gains/losses on derivative transactions.

Assets held in trust classified as policy-reserve-matching, held-to-maturity, and others

No ending balance as of March 31, 2012, 2011 or 2010.

## 82. Qualitative Information on Derivative Transactions (General Account: Excludes Proprietary Trading Securities)

### 1. Transaction details

The following are derivative transactions that the Company uses:

Interest-related:	Interest futures, interest swaps, swaptions
Currency-related:	Exchange contracts, currency options, currency swaps
Stock-related:	Stock price index futures, stock price index options, stock options
Bond-related:	Bond futures, bond futures options, bond sales with attached options

### 2. Policy

Given its goal of achieving efficient asset investment, the Company mainly uses derivatives for the purpose of controlling investment risks.

### 3. Purpose

The Company mainly uses derivatives to hedge market risk exposures related to investment assets in order to ensure stable profit from assets entrusted to the Company by its policyholders.

### 4. Risk details

The derivative transactions the Company conducts involve market risks (fluctuations in interest rates, stock prices, currency exchange rates, etc.) and credit risks (transaction partner's inability to fulfill obligations due to bankruptcy, etc.). The Company recognizes market risks as limited given that derivative transactions are mainly for the purpose of controlling investment risks. In terms of credit risks, the Company's transactions are through domestic and foreign financial instrument exchanges or with transaction counterparties with a high credit rating; thus, the risk of unfulfilled obligations remains low.

### 5. Risk management system

The Company established a system that maintains the necessary transaction limits for derivative transactions based on the purpose and type of transaction. In addition, this system incorporates front office controls, whereby the back office confirms transaction details through reconciliation with external vouchers. Furthermore, the system is designed such that the state of market risks is monitored and analyzed quantitatively; information on the amount of risk, as well as on position and the status of profits and loss, is reported periodically to the Investment Risk Management Committee.

### 6. Supplementary explanation regarding quantitative information

#### (1) Supplementary explanation regarding notional amount (amount of contract)

The notional amounts for swap transactions and contract amounts of options transactions are nominal values related to interest conversions, etc., and are not meant to indicate a level of risk amount.

The credit risk of derivative transactions refers to latent costs required to restore market position in the event a transaction partner defaults. The Company calculates this risk using the current exposure method.

#### (2) Supplementary explanation regarding market price calculations

**Futures and other market transactions:**

Liquidation value or closing market price at year-end

**Exchange contract and currency options:**

Theoretical values based on Telegraphic Transfer Middle rate (TTM) and discount rates obtained from brokers

**Interest swap transactions, currency swaps:**

Theoretical present value calculated by discounting future cash flows based on published market interest rates

#### (3) Supplementary explanation regarding transaction gain and loss

The Company mainly utilizes derivative transactions as a complementary measure in controlling market risks inherent in spot investments.

For example, foreign exchange forward contract and currency option transactions are used mainly to hedge fluctuations in foreign currency exchange rates; it is thus necessary to measure profits combined with foreign bonds, stocks and other foreign currency spot assets.

### 7. Hedge accounting methods

Hedge accounting methodologies include fair value hedge accounting, deferred hedge accounting, exceptional accounting treatment ("*Tokurei-shori*") for interest rate swaps, and designated hedge accounting ("*Furiate-shori*") for foreign exchange contracts and currency swaps. Effectiveness of hedging activities is mainly evaluated by ratio analysis to compare market value movements on the hedging instruments and the hedged items in accordance with the Company's internal risk management policies.

## 83. Credit Risk Amounts (General Account)

As of March 31	2012		2011		2010	
	Notional principal (contract amount)	Credit risk estimate	Notional principal (contract amount)	Credit risk estimate	Notional principal (contract amount)	Credit risk estimate
Interest-rate swaps	¥ —	¥ —	¥ —	¥ —	¥ —	¥ —
Currency swaps	377,367	33,779	155,987	22,537	14,694	1,184
Foreign exchange forward contracts	8,636,382	108,015	6,609,500	84,401	6,337,679	94,140
Interest options (purchase)	—	—	—	—	—	—
Currency options (purchase)	—	—	124,725	1,247	311,000	3,110
Other derivative financial instruments	189	18	183	17	91	10
<b>Total</b>	<b>¥9,013,939</b>	<b>¥141,813</b>	<b>¥6,890,396</b>	<b>¥108,203</b>	<b>¥6,663,466</b>	<b>¥98,445</b>

Note: Excludes currency-related derivatives corresponding to debts and credits denominated in foreign currencies.

## 84. Market Value of Derivative Transactions, Combined Total with and without Hedge Accounting Applied (General Account)

### 1. Proprietary trading securities account

#### Bonds related

No ending balance as of March 31, 2012, 2011 or 2010.

### 2. General account (excluding proprietary trading securities)

#### (1) Breakdown of gains/losses (with and without hedge accounting applied)

						Millions of Yen
	Interest	Currencies	Stocks	Bonds	Others	Total
<b>As of March 31</b>						<b>2012</b>
Hedge accounting applied	¥—	¥(109,143)	¥ —	¥—	¥—	¥(109,143)
Hedge accounting not applied	—	(80,516)	(18)	—	—	(80,534)
<b>Total</b>	<b>¥—</b>	<b>¥(189,659)</b>	<b>¥(18)</b>	<b>¥—</b>	<b>¥—</b>	<b>¥(189,677)</b>
<b>As of March 31</b>						<b>2011</b>
Hedge accounting applied	¥—	¥ (81,201)	¥ —	¥—	¥—	¥ (81,201)
Hedge accounting not applied	—	932	(18)	—	—	914
<b>Total</b>	<b>¥—</b>	<b>¥ (80,269)</b>	<b>¥(18)</b>	<b>¥—</b>	<b>¥—</b>	<b>¥ (80,287)</b>
<b>As of March 31</b>						<b>2010</b>
Hedge accounting applied	¥—	¥(101,313)	¥ —	¥—	¥—	¥(101,313)
Hedge accounting not applied	—	(10,188)	1	—	—	(10,186)
<b>Total</b>	<b>¥—</b>	<b>¥(111,501)</b>	<b>¥ 1</b>	<b>¥—</b>	<b>¥—</b>	<b>¥(111,500)</b>

Note: Net gains/losses from applying the fair value hedge included in gain and loss on hedge accounting applied, and net gains/losses included in hedge accounting applied other than deferred gain to be amortized from the discontinuation of hedge accounting are recorded on the statements of income.

#### (2) Breakdown of interest-rate-related derivative transactions

No ending balance as of March 31, 2012, 2011 or 2010.

#### (3) Currency-related

					Millions of Yen				
<b>As of March 31</b>					<b>2012</b>	<b>2011</b>	<b>2010</b>		
<b>Over-the-counter</b>	<b>Foreign exchange forward contracts</b>	<b>Sold</b>	U.S. Dollar	Contract amount	¥4,278,866	¥3,471,228	¥3,063,129		
				Over 1 year	—	—	—		
				Market value	4,335,084	3,501,219	3,149,249		
			Net gains/losses	(56,217)	(29,990)	(86,119)			
			Euro	Contract amount	1,157,823	705,879	960,950		
				Over 1 year	—	—	—		
		Market value		1,199,788	741,032	962,033			
		<b>Total including others</b>				<b>Contract amount</b>	<b>7,033,543</b>	<b>5,636,361</b>	<b>5,195,080</b>
						<b>Over 1 year</b>	<b>—</b>	<b>—</b>	<b>—</b>
						<b>Market value</b>	<b>7,202,841</b>	<b>5,745,491</b>	<b>5,314,358</b>
						<b>Net gains/losses</b>	<b>(169,297)</b>	<b>(109,130)</b>	<b>(119,278)</b>
		<b>Purchased</b>		U.S. Dollar	Contract amount	615,771	529,266	642,128	
					Over 1 year	—	—	—	
					Market value	609,411	537,866	648,699	
Net gains/losses	(6,359)			8,600	6,570				
Euro	Contract amount			545,166	204,574	323,311			
	Over 1 year			—	—	—			
	Market value			543,726	210,243	326,529			
<b>Total including others</b>				<b>Contract amount</b>	<b>1,443,852</b>	<b>845,761</b>	<b>1,012,893</b>		
				<b>Over 1 year</b>	<b>—</b>	<b>—</b>	<b>—</b>		
				<b>Market value</b>	<b>1,433,540</b>	<b>864,008</b>	<b>1,023,321</b>		
				<b>Net gains/losses</b>	<b>(10,311)</b>	<b>18,247</b>	<b>10,427</b>		

## 84. Market Value of Derivative Transactions, Combined Total with and without Hedge Accounting Applied (General Account), continued

2. General account (excluding proprietary trading securities), continued

(3) Currency-related, continued

As of March 31					Millions of Yen			
Over-the-counter	Currency options	Sold	Call	U.S. Dollar	Contract amount	2012	2011	2010
					Contract amount	¥ —	¥ 124,725	¥ —
					Over 1 year	(—)	[149]	(—)
					Market value	—	126	—
					Net gains/losses	—	23	—
				Euro	Contract amount	—	—	—
					Over 1 year	(—)	(—)	(—)
					Market value	—	—	—
					Net gains/losses	—	—	—
				<b>Total including others</b>	<b>Contract amount</b>	<b>(—)</b>	<b>124,725</b>	<b>(—)</b>
					<b>Over 1 year</b>	<b>(—)</b>	<b>[149]</b>	<b>(—)</b>
					<b>Market value</b>	<b>—</b>	<b>126</b>	<b>—</b>
					<b>Net gains/losses</b>	<b>—</b>	<b>23</b>	<b>—</b>
			Put	U.S. Dollar	Contract amount	—	—	—
					Over 1 year	(—)	(—)	(—)
					Market value	—	—	—
					Net gains/losses	—	—	—
				Euro	Contract amount	—	—	—
					Over 1 year	(—)	(—)	(—)
					Market value	—	—	—
					Net gains/losses	—	—	—
				<b>Total including others</b>	<b>Contract amount</b>	<b>(—)</b>	<b>(—)</b>	<b>(—)</b>
					<b>Over 1 year</b>	<b>(—)</b>	<b>(—)</b>	<b>(—)</b>
					<b>Market value</b>	<b>—</b>	<b>—</b>	<b>—</b>
					<b>Net gains/losses</b>	<b>—</b>	<b>—</b>	<b>—</b>
		Purchased	Call	U.S. Dollar	Contract amount	—	—	—
					Over 1 year	(—)	(—)	(—)
					Market value	—	—	—
					Net gains/losses	—	—	—
				Euro	Contract amount	—	—	—
					Over 1 year	(—)	(—)	(—)
					Market value	—	—	—
					Net gains/losses	—	—	—
				<b>Total including others</b>	<b>Contract amount</b>	<b>(—)</b>	<b>(—)</b>	<b>(—)</b>
					<b>Over 1 year</b>	<b>(—)</b>	<b>(—)</b>	<b>(—)</b>
					<b>Market value</b>	<b>—</b>	<b>—</b>	<b>—</b>
					<b>Net gains/losses</b>	<b>—</b>	<b>—</b>	<b>—</b>
			Put	U.S. Dollar	Contract amount	—	124,725	186,080
					Over 1 year	(—)	[149]	[4,497]
					Market value	—	46	3,623
					Net gains/losses	—	(103)	(873)
				Euro	Contract amount	—	—	124,920
					Over 1 year	(—)	(—)	[4,109]
					Market value	—	—	3,275
					Net gains/losses	—	—	(834)
				<b>Total including others</b>	<b>Contract amount</b>	<b>(—)</b>	<b>124,725</b>	<b>311,000</b>
					<b>Over 1 year</b>	<b>(—)</b>	<b>[149]</b>	<b>[8,607]</b>
					<b>Market value</b>	<b>(—)</b>	<b>46</b>	<b>6,899</b>
					<b>Net gains/losses</b>	<b>(—)</b>	<b>(103)</b>	<b>(1,708)</b>
				Currency swaps	U.S. Dollar	Contract amount	200,645	64,469
					Over 1 year	199,602	64,469	14,694
					Market value	(6,257)	3,446	(943)
					Net gains/losses	(6,257)	3,446	(943)
				Euro	Contract amount	174,072	88,869	—
					Over 1 year	174,072	88,869	—
					Market value	(3,607)	7,277	—
					Net gains/losses	(3,607)	7,277	—
				<b>Total including others</b>	<b>Contract amount</b>	<b>377,367</b>	<b>155,987</b>	<b>14,694</b>
					<b>Over 1 year</b>	<b>376,323</b>	<b>155,987</b>	<b>14,694</b>
					<b>Market value</b>	<b>(10,049)</b>	<b>10,694</b>	<b>(943)</b>
					<b>Net gains/losses</b>	<b>(10,049)</b>	<b>10,694</b>	<b>(943)</b>
<b>Total</b>					<b>Net gains/losses</b>	<b>¥ (189,659)</b>	<b>¥ (80,269)</b>	<b>¥ (111,501)</b>

Notes: 1. Brackets show option premiums recorded on the balance sheets. However, these option premiums include commitments made as of the balance sheet date.

2. Net gains/losses shows the difference between the contract amount and market value for forward agreements, the difference between option premiums and market value for options transactions, and the current market value or present value for swap transactions.

## 84. Market Value of Derivative Transactions, Combined Total with and without Hedge Accounting Applied (General Account), continued

2. General account (excluding proprietary trading securities), continued

(4) Stock-related

As of March 31				Millions of Yen		
Over-the-counter	Stock options	Sold	Call	2012	2011	2010
			Contract amount	¥ —	¥ —	¥ —
				[—]	[—]	[—]
			Over 1 year	—	—	—
				[—]	[—]	[—]
			Market value	—	—	—
			Net gains/losses	—	—	—
			<b>Put</b>			
			Contract amount	—	—	—
				[—]	[—]	[—]
			Over 1 year	—	—	—
				[—]	[—]	[—]
			Market value	—	—	—
			Net gains/losses	—	—	—
		<b>Purchased</b>	<b>Call</b>			
			Contract amount	189	183	91
				[65]	[65]	[28]
			Over 1 year	189	183	91
				[65]	[65]	[28]
			Market value	46	47	29
			Net gains/losses	(18)	(18)	1
			<b>Put</b>			
			Contract amount	—	—	—
				[—]	[—]	[—]
			Over 1 year	—	—	—
				[—]	[—]	[—]
			Market value	—	—	—
			Net gains/losses	—	—	—
<b>Total</b>			<b>Net gains/losses</b>	<b>¥ (18)</b>	<b>¥ (18)</b>	<b>¥ 1</b>

Notes: 1. Brackets show option premiums recorded on the balance sheets. However, these option premiums include commitments made as of the balance sheet date.

2. The net gains/losses shows the difference between option premiums and market value for options transactions.

(5) Bond-related

No ending balance as of March 31, 2012, 2011 or 2010.

(6) Others

No ending balance as of March 31, 2012, 2011 or 2010.

### Securitized Product Investments and Subprime-Related Investments

Investments in securitized products and U.S. subprime-related investments during the fiscal year ended March 31, 2012 were as follows:

- The majority of securitized products were domestic residential mortgage-backed securities (RMBS), primarily Housing Finance Agency Bonds, and U.S. agency mortgage-backed securities (MBS).
- There were no direct investments in subprime-related products and there were no realized gains or losses related to such products during or at the end of the fiscal period.

[Investments in Securitized Products]

	Billions of Yen		
	Market value	Unrealized gain (loss)	Gain (loss) on sales
Domestic commercial mortgage-backed securities (CMBS)	¥ 14.1	¥ (0.0)	¥ —
Other securitized products, etc.	4,503.2	206.1	(0.3)
Asset-backed securities (ABS)	4,457.2	205.1	(0.3)
Domestic RMBS	1,908.5	86.3	—
U.S. RMBS	2,473.1	118.7	(0.3)
Credit-linked notes	45.9	0.9	—
<b>Total</b>	<b>¥4,517.3</b>	<b>¥206.0</b>	<b>¥(0.3)</b>

Notes: 1. Backed assets and the rankings of each investment product are disclosed on the Company's website.

2. Aside from the above, investments were made in subprime securitized products, within investment trusts and hedge funds. The exposure, which was calculated from the allocation ratio to the fund, was approximately ¥0.4 billion, and total indirect investment, including subsidiaries amounted to approximately ¥0.6 billion. There were no realized gains related to these.

For further details, please see the Company's website at:

→ <http://www.nissay.co.jp/news/2012/pdf/20120525b.pdf> (Japanese only)

## SEPARATE ACCOUNT INDICATORS

### About the General Account and Separate Account

A life insurance company classifies and manages its assets in two accounts, the separate account and the general account.

Individual variable insurance, individual variable annuities and certain group annuities, which change in terms of insurance amount and accumulated value based on investment performance in assets, are managed as a separate account with a clear division from the general account.

### 85. Balance of Separate Account Assets

As of March 31	2012		2011		2010	
	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%
Individual variable insurance	¥ 101,973	8.9%	¥ 109,588	8.4%	¥ 120,824	
Individual variable annuities	143,951	12.6	156,234	11.9	174,792	
Group annuities	900,761	78.6	1,045,498	79.7	1,154,136	
<b>Separate account total</b>	<b>¥1,146,686</b>	<b>100.0%</b>	<b>¥1,311,321</b>	<b>100.0%</b>	<b>¥1,449,753</b>	

### 86. Asset Management Overview for the Fiscal Year Ended March 31, 2012 (Separate Account Assets for Individual Variable Insurance and Individual Variable Annuities)

In the fiscal year ended March 31, 2012, domestic stock prices were weak because of the effects of the March 11, 2011 earthquake disaster and concerns that the problems over nuclear power plants would be prolonged. The Nikkei Stock Average recovered to the 10,000 yen level in July 2011, but the index fell significantly from August 2011 towards the end of the year mainly due to the debt problem in the eurozone.

As the market well received the substantial progress in the depreciation of the yen and the monetary easing measures of Japan, the US and Europe, the domestic stock prices picked up after the new year. Consequently, the domestic stock prices rose through the year. (The Nikkei Stock Average increased approximately 3%.) In such operating environment, the investment return on individual variable insurance for the fiscal year ended March 31, 2012 was positive 1.07%.

This also represented investment return of 34.94% (1.19% on an annualized bases) since November 1, 1986, when investment was first undertaken.

In individual variable annuities, the Company continued its investment policy of holding a certain amount of cash and deposits to prepare for changes in insurance policies while maintaining, in principle, a high allocation ratio in investment trusts, the main investment vehicle for the separate account.

#### \* Regarding Investment Return on the Separate Account for Individual Variable Insurance

The investment return on the separate account for individual variable insurance reflects growth rates on premiums received from policyholders, less portions allocated for death protection, and is not total insurance premiums.

# STATUS OF SEPARATE ACCOUNT FOR INDIVIDUAL VARIABLE INSURANCE

## 87. Policies in Force (Separate Account for Individual Variable Insurance)

As of March 31	Number of Policies, Millions of Yen					
	2012		2011		2010	
	Policies	Amount	Policies	Amount	Policies	Amount
Variable insurance (defined term type)	2,222	¥ 11,319	2,439	¥ 12,755	2,599	¥ 13,618
Variable insurance (whole life type)	36,782	566,758	37,438	584,336	38,140	602,945
<b>Total</b>	<b>39,004</b>	<b>¥578,077</b>	<b>39,877</b>	<b>¥597,092</b>	<b>40,739</b>	<b>¥616,564</b>

Note: Amounts include term life insurance riders.

## 88. Breakdown of Assets Year-End Balance (Separate Account for Individual Variable Insurance)

As of March 31	Millions of Yen, %					
	2012		2011		2010	
	Amount	%	Amount	%	Amount	%
Cash, deposits and call loans	¥ 6,010	5.9%	¥ 4,009	3.7%	¥ 5,006	
Investment in securities	88,181	86.5	97,467	88.9	105,879	
Domestic bonds	22,899	22.5	30,664	28.0	30,001	
Domestic stocks	34,274	33.6	33,452	30.5	40,801	
Foreign securities	31,007	30.4	33,349	30.4	35,077	
Foreign bonds	10,992	10.8	11,891	10.9	13,313	
Foreign stocks and other securities	20,014	19.6	21,458	19.6	21,763	
Other securities	—	—	—	—	—	
Loans	—	—	—	—	—	
Others	7,781	7.6	8,111	7.4	9,938	
Allowance for doubtful accounts	—	—	—	—	—	
<b>Total</b>	<b>¥101,973</b>	<b>100.0%</b>	<b>¥109,588</b>	<b>100.0%</b>	<b>¥120,824</b>	

## 89. Investment Income and Expenses (Separate Account for Individual Variable Insurance)

Fiscal years ended March 31	Millions of Yen		
	2012	2011	2010
Interest, dividends, and other income	¥2,046	¥ 2,022	¥ 2,076
Gain on sales of securities	2,626	3,327	3,256
Gain on redemptions of securities	—	5	1
Gain on valuation of securities	97	37	3,607
Foreign exchange gains, net	3	—	25
Gain on derivative financial instruments, net	—	—	394
Other investment income	13	19	4
Loss on sales of securities	4,680	6,613	11,105
Loss on redemptions of securities	35	0	1
Loss on valuation of securities	(873)	1,617	(20,888)
Foreign exchange losses, net	—	37	—
Loss on derivative financial instruments, net	56	112	—
Other investment expenses	1	1	4
<b>Net investment income</b>	<b>¥ 888</b>	<b>¥(2,971)</b>	<b>¥ 19,143</b>

Notes: 1. Investment income and investment expenses related to the separate account are recorded on the statements of income as gains/losses from separate account, net.  
2. The net gains/losses on valuation of securities contains reversal for net gains/losses on valuation of securities from the previous fiscal year.

## 90. Market Value of Securities (Separate Account for Individual Variable Insurance)

Net valuation gains/losses on trading securities

As of March 31	Millions of Yen					
	2012		2011		2010	
	Balance sheet amount	Net valuation gains/losses included in profits/losses	Balance sheet amount	Net valuation gains/losses included in profits/losses	Balance sheet amount	Net valuation gains/losses included in profits/losses
Trading securities	¥88,181	¥970	¥97,467	¥(1,580)	¥105,879	¥24,496



## 91. Market Value of Assets Held in Trust (Separate Account for Individual Variable Insurance)

No ending balance as of March 31, 2012, 2011 or 2010.

## 92. Qualitative Information on Derivative Transactions (Separate Account for Individual Variable Insurance)

### 1. Transaction details

The following derivative transactions are currently used in the separate account.

Currency related: Foreign exchange contract transactions  
 Stock related: Stock index futures transactions

### 2. Policy

Derivative transactions are used as complementary instruments with the aim of efficient asset investment, and are not used for speculative purposes to gain profit.

### 3. Purpose

Derivative transactions are used to hedge against market risks that relate to assets held.

### 4. Risk details

Derivative transactions conducted in the separate account are exposed to market risk (price fluctuation and foreign exchange risks). With respect to credit risk, the Company's transactions are implemented through domestic exchange markets or counterparties with high credit ratings, so that the credit risk is extremely low.

### 5. Risk management system

Transaction execution is governed by internal rules such as limitations on transaction amounts. Transactions are executed under a framework including front office and back office functions, where the back office is completely separated from the front office and confirms transactions by verifying external vouchers.

### 6. Supplementary explanation of quantitative information

Market transactions such as futures transactions use liquidation value or settlement prices to determine market value.

Foreign exchange contracts use theoretical prices calculated by Nippon Life as based on reference prices, such as TTM rate and discount rates, matched to certain credits and debits denominated in foreign currencies.

As for derivative transactions for the separate account for individual variable insurance, the Company does not apply hedge accounting.

## 93. Market Value of Derivative Transactions, Combined Total with and without Hedge Accounting Applied (Separate Account for Individual Variable Insurance)

### 1. Breakdown of gains/losses (with and without hedge accounting applied)

	Interest	Currencies	Stocks	Bonds	Others	Total
Millions of Yen						
<b>As of March 31</b>			<b>2012</b>			
Hedge accounting applied	¥—	¥ —	¥ —	¥—	¥—	¥ —
Hedge accounting not applied	—	(14)	27	—	—	12
<b>Total</b>	<b>¥—</b>	<b>¥(14)</b>	<b>¥ 27</b>	<b>¥—</b>	<b>¥—</b>	<b>¥ 12</b>
<b>As of March 31</b>			<b>2011</b>			
Hedge accounting applied	¥—	¥ —	¥ —	¥—	¥—	¥ —
Hedge accounting not applied	—	(0)	(157)	—	—	(158)
<b>Total</b>	<b>¥—</b>	<b>¥ (0)</b>	<b>¥(157)</b>	<b>¥—</b>	<b>¥—</b>	<b>¥(158)</b>
<b>As of March 31</b>			<b>2010</b>			
Hedge accounting applied	¥—	¥ —	¥ —	¥—	¥—	¥ —
Hedge accounting not applied	—	(2)	155	—	—	153
<b>Total</b>	<b>¥—</b>	<b>¥ (2)</b>	<b>¥ 155</b>	<b>¥—</b>	<b>¥—</b>	<b>¥ 153</b>

Note: The net gains/losses without hedge accounting applied is recorded in the statements of income.

### 2. Interest rate-related

No ending balance as of March 31, 2012, 2011 or 2010.

## 93. Market Value of Derivative Transactions, Combined Total with and without Hedge Accounting Applied (Separate Account for Individual Variable Insurance), continued

### 3. Currency-related

As of March 31				Millions of Yen				
				2012	2011	2010		
<b>Over-the-counter</b>	<b>Foreign exchange forward contracts</b>	<b>Sold</b>	U.S. Dollar	Contract amount	¥ 853	¥ 57	¥1,038	
				Over 1 year	—	—	—	
				Market value	841	58	1,048	
			Net gains/losses	11	(1)	(9)		
			Euro	Contract amount	1,232	121	714	
				Over 1 year	—	—	—	
		Market value		1,238	123	717		
		<b>Total including others</b>	<b>Contract amount</b>	<b>2,270</b>	<b>232</b>	<b>2,221</b>		
			<b>Over 1 year</b>	<b>—</b>	<b>—</b>	<b>—</b>		
			<b>Market value</b>	<b>2,264</b>	<b>235</b>	<b>2,246</b>		
				<b>Net gains/losses</b>	<b>6</b>	<b>(3)</b>	<b>(24)</b>	
		<b>Purchased</b>		U.S. Dollar	Contract amount	1,372	16	1,042
					Over 1 year	—	—	—
					Market value	1,353	16	1,052
					Net gains/losses	(18)	0	9
Euro	Contract amount				777	82	753	
	Over 1 year				—	—	—	
	Market value			775	83	758		
<b>Total including others</b>	<b>Contract amount</b>			<b>2,259</b>	<b>217</b>	<b>2,201</b>		
	<b>Over 1 year</b>			<b>—</b>	<b>—</b>	<b>—</b>		
	<b>Market value</b>			<b>2,238</b>	<b>221</b>	<b>2,223</b>		
				<b>Net gains/losses</b>	<b>(21)</b>	<b>3</b>	<b>22</b>	
<b>Total</b>				<b>Net gains/losses</b>	<b>¥ (14)</b>	<b>¥ (0)</b>	<b>¥ (2)</b>	

Note: The net gains/losses shows the difference between contract amount and market value for forward transactions.

### 4. Stock-related

As of March 31				Millions of Yen		
				2012	2011	2010
<b>Stock exchange</b>	<b>Stock index futures</b>	<b>Sold</b>	Contract amount	¥ —	¥ —	¥ —
			Over 1 year	—	—	—
			Market value	—	—	—
			Net gains/losses	—	—	—
			<b>Purchased</b>	Contract amount	1,395	1,967
		Over 1 year		—	—	—
		Market value		1,422	1,809	2,424
		Net gains/losses		27	(157)	155
		<b>Total</b>		<b>Net gains/losses</b>	<b>¥ 27</b>	<b>¥ (157)</b>

Note: The net gains/losses shows the difference between contract amount and market value for forward transactions.

### 5. Bond-related

No ending balance as of March 31, 2012, 2011 or 2010.

### 6. Others

No ending balance as of March 31, 2012, 2011 or 2010.

# STATUS OF SEPARATE ACCOUNT FOR INDIVIDUAL VARIABLE ANNUITIES

## 94. Policies in Force (Separate Account for Individual Variable Annuities)

As of March 31	2012		2011		2010	
	Policies	Value	Policies	Value	Policies	Value
Individual variable annuities	24,791	¥143,946	26,872	¥156,233	28,376	¥174,790

Number of Policies, Millions of Yen

Note: Amounts represent policy reserves.

## 95. Breakdown of Assets Year-End Balance (Separate Account for Individual Variable Annuities)

As of March 31	2012		2011		2010	
	¥	%	¥	%	¥	%
Cash, deposits and call loans	—	—	—	—	—	—
Investment in securities	139,237	96.7	150,920	96.6	168,692	
Domestic bonds	25,458	17.7	25,673	16.4	26,602	
Domestic stocks	—	—	—	—	—	
Foreign securities	—	—	—	—	—	
Foreign bonds	—	—	—	—	—	
Foreign stocks and other securities	—	—	—	—	—	
Other securities	113,779	79.0	125,246	80.2	142,090	
Loans	—	—	—	—	—	
Others	4,713	3.3	5,314	3.4	6,099	
Allowance for doubtful accounts	—	—	—	—	—	
<b>Total</b>	<b>¥143,951</b>	<b>100.0%</b>	<b>¥156,234</b>	<b>100.0%</b>	<b>¥174,792</b>	

Millions of Yen, %

## 96. Investment Income and Expenses (Separate Account for Individual Variable Annuities)

Fiscal years ended March 31	2012			2011			2010		
	¥			¥			¥		
Interest, dividends, and other income	659			708			710		
Gain on sales of securities	320			149			96		
Gain on redemptions of securities	—			—			—		
Gain on valuation of securities	1,535			(940)			1,738		
Foreign exchange gains, net	—			—			—		
Gain on derivative financial instruments, net	—			—			—		
Other investment income	0			0			0		
Loss on sales of securities	1,917			1,439			1,445		
Loss on redemptions of securities	—			—			—		
Loss on valuation of securities	(2,335)			2,552			(22,182)		
Foreign exchange losses, net	—			—			—		
Loss on derivative financial instruments, net	—			—			—		
Other investment expenses	0			0			0		
<b>Net investment income</b>	<b>¥2,933</b>			<b>¥(4,073)</b>			<b>¥ 23,282</b>		

Millions of Yen

Notes: 1. Investment income and investment expenses related to the separate account are recorded in income as gains/losses from separate account, net.  
2. Net gains/losses on valuation of securities contains reversal for net gains/losses on valuation of securities from the previous year.

## 97. Market Value of Securities (Separate Account for Individual Variable Annuities)

Net valuation gains/losses on trading securities

Millions of Yen

As of March 31	2012		2011		2010	
	Balance sheet amount	Net valuation gains/losses included in profits/losses	Balance sheet amount	Net valuation gains/losses included in profits/losses	Balance sheet amount	Net valuation gains/losses included in profits/losses
Trading securities	¥139,237	¥3,871	¥150,920	¥(3,493)	¥168,692	¥23,921

## 98. Market Value of Assets Held in Trust (Separate Account for Individual Variable Annuities)

No ending balance as of March 31, 2012, 2011 or 2010.

## 99. Qualitative Information on Derivative Transactions (Separate Account for Individual Variable Annuities)

No ending balance as of March 31, 2012, 2011 or 2010.

## 100. Market Value of Derivative Transactions, Combined Total with and without Hedge Accounting Applied (Separate Account for Individual Variable Annuities)

No ending balance as of March 31, 2012, 2011 or 2010.

# STATUS OF SEPARATE ACCOUNT FOR GROUP ANNUITIES

## 101. Separate Account Assets by Product (Separate Account for Group Annuities)

As of March 31	Millions of Yen		
	2012	2011	2010
Separate account 1st treaty	¥763,936	¥ 902,311	¥1,062,622
Comprehensive account	517,623	627,128	762,945
Account by investment categories	246,313	275,183	299,676
Separate account 2nd treaty	126,001	133,058	81,988
Defined contribution pension plans	10,823	10,128	9,525
<b>Total</b>	<b>¥900,761</b>	<b>¥1,045,498</b>	<b>¥1,154,136</b>

Notes: 1. Separate account 1st treaty: Joint management of defined benefit corporate pension funds and employees' pension funds  
 Comprehensive account: Balanced portfolio management  
 Account by investment categories: Investments made in specific assets for closer matching with customer needs  
 2. Separate account 2nd treaty: Independent management of annuity assets for each customer  
 3. Defined contribution pension plans: Jointly managed funds for defined contribution pensions

## 102. Status of First Treaty—Comprehensive Account (Separate Account for Group Annuities)

\* Figures in 103 are stated at fair market value, and rounded to the nearest whole unit.

### 1. Asset management principles and performance in the fiscal year ended March 31, 2012

#### Asset management principles

The comprehensive account aims to achieve a balanced portfolio, with goals of moderate-risk, moderate-return. Based on the asset allocation for the fiscal year which is set within the allowable range of the standard asset allocation,\* the Company makes adjustments to asset allocation in response to changes in domestic and foreign financial and economic developments. At the same time, the Company aims to improve total profitability through appropriate risk management for each asset.

\*Standard asset allocation refers to that asset allocation considered best based on a medium- to long-term investment period under a certain degree of risk tolerance.

#### Performance in the fiscal year ended March 31, 2012

Since interest rates declined in Japan and abroad largely due to the debt problem in the eurozone and the proactive monetary easing measures of major countries, yields on both domestic and foreign bonds picked up (domestic bonds: 3.13%, foreign bonds: 5.05%). Consequently, investment returns for the current fiscal year (rate of change in unit prices) stood at 1.68%.

### 2. Asset allocation in the fiscal year ended March 31, 2012 (Comprehensive Account)

	Asset allocation	Asset allocation results (Fiscal years ended March 31)					Asset management results compared with standard asset allocation for 2012
		2012				2011	
		End of Mar.	End of Dec.	End of Sept.	End of June	End of Mar.	
Japanese yen-denominated bonds	30.0%	28.0%	32.3%	31.2%	29.6%	32.6%	The percentage of asset allocation to yen-denominated bonds on a yearly basis was high early in the fiscal year, declined in the first quarter, rose in the second quarter, and fell again in the fourth quarter.
Japanese yen-denominated stocks	35.0	35.6	33.6	35.6	35.7	34.5	The percentage of asset allocation to yen-denominated stocks on a yearly basis was low early in the fiscal year, rose in the first quarter, declined in the third quarter, and increased again in the fourth quarter.
Foreign currency-denominated bonds	11.0	11.6	10.8	11.2	10.7	10.0	The percentage of asset allocation to bonds denominated in foreign currencies on a yearly basis was low early in the fiscal year, rose in the second quarter, fell in the third quarter, and increased again in the fourth quarter.
Foreign currency-denominated stocks*	21.0	21.1	19.8	18.8	20.8	21.0	The percentage of asset allocation to stocks denominated in foreign currencies on a yearly basis was at the same level as last year, declined in the second quarter, and rose in the fourth quarter.
Call loans and other short-term assets	3.0	3.8	3.5	3.2	3.1	1.9	—
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	—

\* Of asset allocation to stocks denominated in foreign currencies of 21.0%, 2.0% was allocated to stocks in emerging countries (Asia).

## 102. Status of First Treaty—Comprehensive Account (Separate Account for Group Annuities), continued

### 3. Movement of market value balance by asset type (Comprehensive Account)

As of March 31	Millions of Yen		
	2012	2011	2010
	Market value	Market value	Market value
Japanese yen-denominated bonds	¥134,123	¥192,290	¥210,334
Japanese yen-denominated stocks	170,381	203,480	268,076
Foreign currency-denominated bonds	55,381	59,101	86,220
Foreign currency-denominated stocks	101,081	123,929	141,245
Call loans and other short term assets	45,014	29,568	22,030
<b>Total</b>	<b>¥505,980</b>	<b>¥608,368</b>	<b>¥727,905</b>

### 4. Investment return ratio (Comprehensive Account)

Fiscal years ended March 31	%		
	2012	2011	2010
Unit price fluctuation	1.68%	(2.65)%	18.68%

## 103. Status of First Treaty—Accounts by Investment Category (Separate Account for Group Annuities)

\* Figures in 104 are stated at fair market value, and rounded to the nearest whole unit.

### 1. Asset management principles and performance in the fiscal year ended March 31, 2012 (accounts by investment categories)

#### (1) Domestic bond accounts

##### • Asset management principles

Nippon Life makes necessary adjustments to bring its portfolio mix in line with benchmarks for duration, maturity structure and portfolio diversification. The Company minimizes credit and liquidity risks by investing primarily in investment-graded securities.

*Benchmark: Nomura Bond Performance Index (overall)*

##### • Performance in the fiscal year ended March 31, 2012

The duration was flexibly adjusted throughout the fiscal year as the Company carefully watched interest rates, domestic and overseas economic trends and financial regulatory authorities in various countries. Regarding the composition by type of bond, the weight of domestic bonds, industrial bonds, etc., was adjusted flexibly for the market trend.

#### (2) Domestic equity accounts

##### • Asset management principles

The Company's stock selection process emphasizes the analysis of fundamentals, and the Company makes adjustments as necessary to bring its portfolio mix in line with market benchmark.

*Benchmark: TOPIX (dividends included)*

##### • Performance in the fiscal year ended March 31, 2012

Based on corporate research and analysis by analysts and analysis utilizing the Company's Stock Valuation System (SVS) to evaluate medium to long-term performance, the Company shifted to stocks with high expected returns.

#### (3) Quantitative Investment Management Domestic Stock Account

##### • Asset management principles

Utilizing a quantitative model, the Company selects stocks with a focus on those that are undervalued and have growth potential.

*Benchmark: TOPIX (dividends included)*

##### • Performance in the fiscal year ended March 31, 2012

In order to maintain a low-priced, high-growth potential portfolio (with other risk characteristics in line with the benchmark) the Company rebalances (reshuffle) stocks on a regular basis.

#### (4) OTC/small-cap equity accounts

##### • Asset management principles

The Company's stock selection process emphasizes the analysis of fundamentals, and the Company makes necessary adjustments to keep its portfolio in line with benchmarks for portfolio mix and market diversification. The Company's primary investment targets are Japanese yen-denominated small-cap equities listed on the First Section of the Tokyo Stock Exchange (TSE) and Japanese yen-denominated equities not listed on the First Section of the TSE.

*Benchmark: Russell/Nomura Japan stock index (small-cap index)*

##### • Performance in the fiscal year ended March 31, 2012

The Company shifted its stock selection process to a focus on earnings outlook and undervalued stocks with anticipated high returns.

#### (5) Foreign bond accounts

##### • Asset management principles

The Company makes adjustments as necessary to keep its portfolio in line with benchmarks for duration, country mix and currency mix. As a means of minimizing credit risk, country risk and liquidity risk, the Company invests mainly in government bonds of leading industrialized nations.

*Benchmark: Citigroup World Government Bond Index (excluding Japan, Japanese yen-based)*

##### • Performance in the fiscal year ended March 31, 2012

Throughout the fiscal year, the Company made flexible adjustments to the duration. Regarding the composition by country, adjustments such as a continued underweighting of Portugal and Ireland in the eurozone were made for the market trend and other factors. The composition by currency was adjusted flexibly, such as the underweighting of euros.

## 103. Status of First Treaty—Accounts by Investment Category (Separate Account for Group Annuities), continued

### (6) Foreign bond accounts with currency hedging

#### • Asset management principles

The Company makes any necessary adjustments to keep its portfolio in line with benchmarks for duration and country mix. As a means of minimizing credit risk, country risk and liquidity risk, the Company invests mainly in government bonds of leading industrialized nations. In principle, the Company uses currency hedges as a means of avoiding currency risk.

*Benchmark: Citigroup World Government Bond Index (excluding Japan, yen-hedge basis)*

#### • Performance in the fiscal year ended March 31, 2012

Throughout the fiscal year the Company made flexible adjustments to the duration. Regarding the composition by country, adjustments such as a continued underweighting of Portugal and Ireland in the eurozone, etc., were made for the market trend and other factors.

### (7) Foreign stock accounts

#### • Asset management principles

The Company's stock selection process emphasizes analysis of fundamentals, and the Company makes adjustments, as necessary, to bring its portfolio mix in line with market benchmarks for country mix, currency mix and industry sector mix.

*Benchmark: Morgan Stanley Capital International Kokusai Index (dividend reinvestment, yen-basis, excluding withholding tax)*

#### • Performance in the fiscal year ended March 31, 2012

The composition by region started with an underweighting of North America and underweighting of Asia and Oceania, and basically remained neutral in and after the second quarter. A breakdown by industry sector shows flexible distribution with an eye on business conditions and interest rate trends. The Company shifted to stocks with high expected returns based on SVS analysis of medium- to long-term performance.

### (8) Money market accounts

#### • Asset management principles

These accounts are invested in call loans, deposits and other short-term financial instruments, with the aim of achieving stable income gain.

*Benchmark: Weighted average of unsecured call loan (overnight) rates*

#### • Performance in the fiscal year ended March 31, 2012

In the interest of maintaining liquidity and in pursuit of stable earnings, the Company invested mainly in overnight unsecured call loans and three-month short-term government securities.

## 2. Market value (accounts by investment category)

As of March 31	Millions of Yen		
	2012	2011	2010
	Market value	Market value	Market value
Domestic bond accounts	¥ 89,515	¥109,989	¥108,429
Domestic stock accounts	30,538	43,480	46,561
Quantitative investment management domestic stock account	6,362	19,128	24,371
OTC/small-cap equity accounts	743	731	722
Foreign bond accounts	24,804	40,156	44,438
Foreign bond accounts with currency hedging	35,948	756	775
Foreign stock accounts	33,255	39,058	40,500
Money market accounts	11,180	9,964	17,559
<b>Total</b>	<b>¥232,347</b>	<b>¥263,262</b>	<b>¥283,356</b>

## 3. Investment return ratio (accounts by investment category)

Fiscal years ended March 31	%		
	2012	2011	2010
	Unit price fluctuation	Unit price fluctuation	Unit price fluctuation
Domestic bond accounts	3.02%	2.21%	2.11%
Domestic stock accounts	2.13	(8.15)	31.78
Quantitative investment management domestic stock account	1.89	(8.79)	27.98
OTC/small-cap equity accounts	8.29	(2.05)	28.19
Foreign bond accounts	5.07	(8.14)	(0.17)
Foreign bond accounts with currency hedging	7.26	(0.02)	1.69
Foreign stock accounts	0.15	1.08	39.08
Money market accounts	0.10	0.12	0.15

# STATUS OF FINANCIAL ASSETS (CONSOLIDATED)

## 104. Nippon Life Group Performance

### Summary of Operations for the Most Recent Fiscal Year

The Nippon Life Group unified its efforts and concentrated on improving services and developing products to provide customers with the finest and the most advanced services and took the following measures in the fields of asset management and information technology. The Nippon Life Group has 10 consolidated subsidiaries and 4 equity method affiliates. (See p. 94)

#### • Asset Management Field

To meet the diversified asset building needs of its individual customers, the Company worked to offer a wide range of products such as those that provide stable income or those that are managed globally through the discretionary investment and investment advisory businesses, as well as investment trusts of Nissay Asset Management Corporation, among others.

In the fiscal year ended March 31, 2012, Nissay Asset Management recorded an 6.4% year-on-year decrease in assets under management to ¥5,104.6 billion, including a 3.5% decrease in the investment advisory business to ¥3,322.3 billion and a 11.2% decrease in the investment trusts business to ¥1,782.3 billion. Ordinary profit at Nissay Asset Management stood at ¥0.7 billion with net income of ¥0.3 billion.

#### • Information Technology Field

Centered on Nissay Information Technology Co. Ltd., continued efforts to develop and strengthen a business processing system were made in order to enhance services for customers. Large system development projects were advanced including development for the launch of the "New Integrated System" for which the main system was fundamentally rebuilt in all areas and the whole process of customer services.

In the fiscal year ended March 31, 2012, Nissay Information Technology had sales of ¥58.5 billion, down 6.9% year on year, ordinary profit of ¥1.4 billion, up 31.5% year on year, and net income of ¥0.6 billion, up 18.8% year on year.

As a result of these overall activities, consolidated total ordinary income amounted to ¥7,167.9 billion, up 6.5% year on year. Total ordinary expenses amounted to ¥6,680 billion, up 2.7% year on year, while ordinary profit was ¥487.8 billion, up 117.8%. After income taxes, tax adjustments, minority interests, extraordinary gains of ¥13.7 billion and extraordinary losses of ¥22.4 billion, net surplus in the current year decreased by 0.2% to ¥224.9 billion. On the consolidated balance sheet, surplus at the end of the fiscal year amounted to ¥379.3 billion and total assets rose 2.4% to ¥51,166.9 billion.

## 105. Principal Indicators of Operating Performance (Consolidated)

	Billions of Yen		
Fiscal years ended March 31	2012	2011	2010
Total ordinary income	¥7,167.9	¥6,729.6	¥ 6,689.8
Ordinary profit	487.8	223.9	291.5
Net surplus	224.9	225.3	243.6
Comprehensive income	512.7	(217.0)	—
Net cash provided by operating activities	1,815.4	1,613.1	1,428.3
Net cash used in investing activities	(1,914.3)	(2,113.3)	(1,164.6)
Net cash provided by (used in) financing activities	73.4	(11.2)	43.2

	Billions of Yen, Number, %		
As of March 31	2012	2011	2010
Total assets	¥51,166.9	¥49,950.1	¥48,850.3
Solvency Margin Ratio	583.1%	—%	—%
Cash and cash equivalents at the end of the year	707.4	736.9	1,250.3
Number of consolidated subsidiaries and affiliates	10	10	10
Number of affiliates accounted for under the equity method	4	3	4
Number of employees	72,522	72,914	70,085

Note: Number of employees shows the total number of employees at Nippon Life and its consolidated subsidiaries, excluding employees on loan to other companies, at the fiscal year-end.



## 106. Status of Non-Performing Assets According to Borrower's Classification (Consolidated)

As of March 31		Millions of Yen, %		
		2012	2011	2010
Bankrupt and quasi-bankrupt	1	¥ 12,751	¥ 12,897	¥ 13,513
Doubtful	2	24,858	26,884	28,664
Substandard	3	12,278	11,298	10,534
<b>Subtotal</b>		<b>49,888</b>	<b>51,080</b>	<b>52,711</b>
<b>[Ratio to Total]</b>		<b>[0.43%]</b>	<b>[0.45%]</b>	<b>[0.50%]</b>
Normal	4	11,473,673	11,210,870	10,563,650
<b>Total</b>	<b>1 + 2 + 3 + 4</b>	<b>¥11,523,561</b>	<b>¥11,261,951</b>	<b>¥10,616,362</b>

Notes: 1. Bankrupt and quasi-bankrupt loans are non-performing assets and similar loans that have fallen into bankruptcy due to reasons including initiation of bankruptcy proceedings, start of reorganization proceedings, or submission of an application to start rehabilitation proceedings.  
2. Doubtful loans are non-performing assets with a strong likelihood that loan principal cannot be recovered or interest cannot be received according to the contract, because of difficulties in financial condition and business performance of the debtor, who has not yet entered into bankruptcy.  
3. Substandard loans include loans that are delinquent for over three months and restructured loans. Loans that are delinquent for over three months are loans with principal or interest being unpaid for over three months counting from the day after the due date based on the loan agreement (excluding 1) and 2) in the above notes). Restructured loans are loans that provide certain concessions favorable to the borrower with the intent of supporting the borrower's restructuring. Examples of such concessions include reducing or exempting interest, postponing principal or interest payments, releasing credits, or providing other benefits to the borrowers (excluding 1) and 2) in the above notes and loans that are delinquent for over three months).  
4. Normal loans are loans that do not fall under the classifications for 1) to 3) in the above notes, and where the debtor has no financial or business performance problems.  
2. The table includes loans, securities loaned, accrued interest, suspense payments and customers' liability for acceptances and guarantees and private placement guarantee by financial institutions.  
3. Bankrupt and quasi-bankrupt loans, reorganization and other proceedings are directly deducted from total loans as estimated uncollectible amounts calculated by subtracting estimated collectable amounts based on collateral and guarantees from total loans. These amounts for bankrupt and quasi-bankrupt were ¥2,668 million, ¥3,953 million and ¥14,732 million as of March 31, 2012, 2011 and 2010, respectively.

## 107. Status of Risk-Monitored Loans (Consolidated)

As of March 31		Millions of Yen, %		
		2012	2011	2010
Loans to bankrupt borrowers	1	¥ 3,042	¥ 3,138	¥ 3,250
Delinquent loans	2	34,561	36,640	38,915
Loans that are delinquent for over three months	3	—	—	—
Restructured loans	4	12,278	11,298	10,534
<b>Total</b>	<b>1 + 2 + 3 + 4</b>	<b>¥49,883</b>	<b>¥51,078</b>	<b>¥52,700</b>
<b>[Ratio to total loans]</b>		<b>[0.58%]</b>	<b>[0.59%]</b>	<b>[0.61%]</b>

Notes: 1. For loans to bankrupt borrowers and quasi-bankrupt borrowers (including collateralized and guaranteed loans), an estimated uncollectible amount (calculated by subtracting estimated collectable amounts based on collateral and guarantees from total loans) is directly deducted from the total loan amount. The amounts of loans to bankrupt borrowers were ¥808 million, ¥1,180 million and ¥11,008 million as of March 31, 2012, 2011 and 2010, respectively. The amounts of delinquent loans were ¥1,860 million, ¥2,772 million and ¥3,723 million as of March 31, 2012, 2011 and 2010, respectively.  
2. 1) Loans to bankrupt borrowers are loans with principal or interest payments being overdue for a significant period of time and interest not being accrued including the following: (a) loans to borrowers that are legally bankrupt through filings for proceedings under the Corporate Reorganization Act, Civil Rehabilitation Act, Bankruptcy Act, or Company Act, (b) loans to borrowers that have notes suspended from being traded, or (c) loans to borrowers that have filed for legal proceedings similar to the aforementioned proceedings based on overseas laws.  
2) Delinquent loans are loans with interest not accrued and exclude loans to bankrupt borrowers and loans with interest payments extended with the objective of restructuring or supporting the borrowers.  
3) Loans that are delinquent for over three months are loans with principal or interest unpaid for over three months counting from the day after the due date based on the loan agreement. Note that the account does not include loans to bankrupt borrowers and delinquent loans.  
4) Restructured loans are loans that provide certain concessions favorable to the borrower with the intent of supporting the borrower's restructuring, such as by reducing or exempting interest, postponing principal or interest payments, releasing credits, or providing other benefits to the borrowers (excluding loans to bankrupt borrowers and delinquent loans from above, and loans that are delinquent for over three months).  
3. Based on the results of assets self-assessment, accrued interest on loans is not recorded as revenues for obligors that are bankrupt, essentially bankrupt or nearing bankruptcy.

## 108. Status of Insurance Claims Paying Ability of the Company and Insurance Subsidiaries (Consolidated Solvency Margin Ratio)

As of March 31		Millions of Yen
		2012
Solvency margin gross amount	(A)	¥5,883,034
Foundation funds ( <i>kikin</i> ) and other reserve funds:		2,882,927
Foundation funds and others		1,427,666
Reserve for price fluctuations in investments in securities		333,710
Contingency reserve		775,654
Extraordinary contingency reserve		—
General allowance for doubtful accounts		12,295
Others		333,600
Net unrealized gains/losses on available-for-sale securities × 90%		1,364,200
Net unrealized gains/losses on real estate × 85%		16,958
Excess of continued Zillmerized reserve		1,659,986
Qualifying subordinated debt		—
Excess of continued Zillmerized reserve and qualifying subordinated debt not included in margin calculations		—
Deduction clause		(73,732)
Others		32,693
Total amount of risk $\{[(R_1^2 + R_5^2)^{1/2} + R_8 + R_9]^2 + (R_2 + R_3 + R_7)^2\}^{1/2} + R_4 + R_6$	(B)	2,017,780
Underwriting risk	R <sub>1</sub>	139,799
General underwriting risk	R <sub>5</sub>	—
Huge disaster risk	R <sub>6</sub>	—
Underwriting risk of third-sector insurance	R <sub>8</sub>	74,872
Underwriting risk related to small amount and short-term insurance providers	R <sub>9</sub>	—
Anticipated yield risk	R <sub>2</sub>	401,939
Minimum guarantee risk	R <sub>7</sub>	10,285
Investment risk	R <sub>3</sub>	1,550,305
Business management risk	R <sub>4</sub>	43,544
<b>Solvency margin ratio</b>	$\frac{(A)}{(1/2) \times (B)} \times 100$	<b>583.1%</b>

Notes: 1. The amounts and figures in the table above are calculated based on Article 86-2 and Article 88 of the Ordinance for Enforcement of the Insurance Business Act and the Financial Services Agency Public Notice No. 23 of 2011.

2. The amount of foundation funds and others represents the amount after the appropriation of surplus.

3. The standard method is used for the calculation of the amount equivalent to minimum guarantee risk  $R_7$ .

## 109. Status of Insurance Claims Paying Ability of Insurance Subsidiaries (Solvency Margin Ratio)

Not applicable.

## 110. Segment Information

For the fiscal year ended March 31, 2010 to the fiscal year ended March 31, 2012, the Company and its consolidated subsidiaries engaged in insurance and insurance-related businesses (including asset management-related business and general administration-related business) in Japan and overseas. Segment information and its related information are omitted because there are no other significant segments to report.

\*Subsidiary is defined in Article 2(12) of the Insurance Business Act and in Article 13-5-2(3) of the Order for Enforcement of the Insurance Business Act.